PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 39 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA | September 24, 1921

You'll Always Have
The Right Paint
and Varnish When You're Stocked With

TRADE ELASTICA MARK.

The Complete Line of Paints and Varnishes

Paint, Varnish, Stain, Enamel—made-for-the-purpose, made to wear, made to satisfy. Quality guaranteed by the "Elastica" label and a quick turnover assured by Elastica sales making publicity.

If you're planning for a bigger and a more profitable business in Paints and Varnishes you should investigate the Elastica Agency proposition. Other dealers have found it to be the surest road to a really profitable paint and varnish department.

Full particulars will be mailed you on receipt of post card request.

"Save the surface and you save all" Paint & Varnish

INTERNATIONAL VARNISH CO. LIMITED.

Vancouver Halifax TORONTO Montreal Winnipeg

Seasonable Suggestions—

Don't put off making your Christmas purchases until the last moment.

Send in your order now for Pexto Christmas Sets so that you will recive the goods in ample time to meet the Christmas demand for them.

Always appealing to a large class of interested users, Chisel Sets, Bit Setts, and Brace and Bit Sets attractively packed in special containers, assortments consisting of the most popular sizes of each line will make a fine Christmas leader for your store.

The Chisel Sets and Bit Sets can be furnished in either the attractive wooden box, as illustrated, or the handy canvas roll.

They sell readily, for their superior quality is apparent at a glance. And of course they are backed by the PEXTO Oval,—an assurance that they will not belie their looks.

Canadian Representatives:

PRESCOTT W. ROBINSON SALES CO., Limited

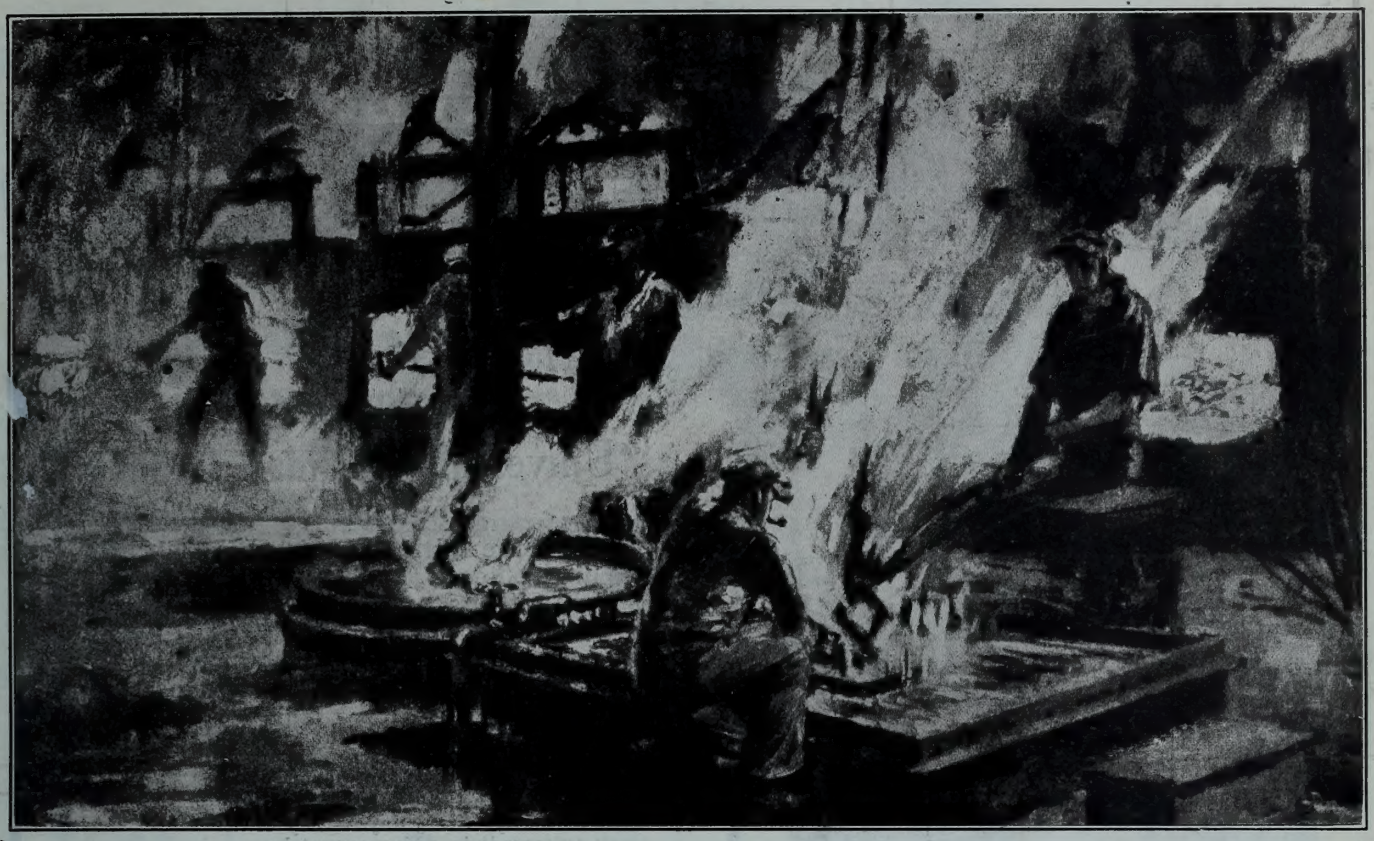
414 Drummond Bldg., Montreal

PEXTO

Worth While Tools

THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.



SAMSON AXES

Samson Axes are made to give satisfaction

We guarantee they will give satisfaction

H. S. HOWLAND, SONS & CO. LIMITED

TORONTO

If interested tear out this page and place with letters to be answered.

Be the Earliest with the Latest "Universal" Holiday Goods

SOON the spirit of Christmas will swell in the heart of mankind and touch all with its potent tenderness. Again the problem of what gifts to give will ruffle the serenity of holiday shoppers. The problem has a solution in your store—or should have.

GIFT buyers are always looking for something new, different, distinctive. Above all, they are looking for things they can afford to buy. Prices work two ways these days—they either scare trade away or coax it in. You cannot have a better trade coaxer this year than the reduced prices on "Universal" Electric Toasters, Percolators, Grills, Irons, Heating Pads and all other "Universal" Home needs.

FOR those who are looking for something new sell them the **newest.** And be the first to do it. Better be a month early than a day late in featuring the new "Universal" Grecian Coffee Urn, Reversible Toaster, Snap Switch Grill and other products of special appeal to gift buyers.

Write for bulletin showing new "Universal" Holiday Goods.

LANDERS, FRARY & CLARK

NEW BRITAIN, CONN.

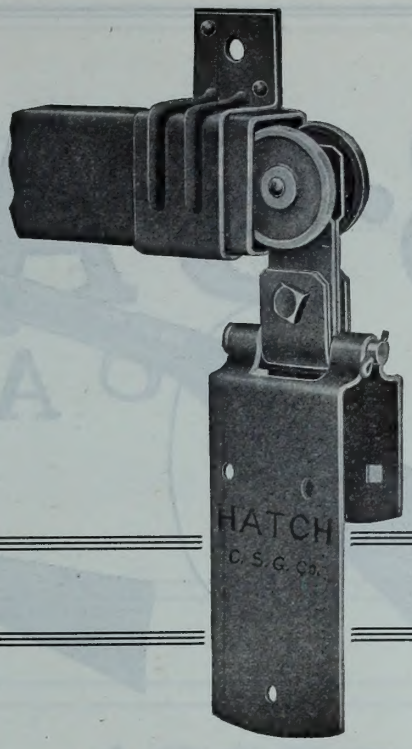
Canadian Representatives:
A. Macfarlane & Co., Ltd. - - Montreal.

If interested tear out this page and place with letters to be answered.

An Old Friend of the Trade

The Hatch

Trolley Hanger



Moderate Price -- Quick Turnover

This perfect-action hanger sells extraordinarily well because it might be said to be "made to measure for the Canadian trade."

The Hatch Hanger is the result of a thorough investigation of the requirements of the hanger-users and the trade in general, and the hanger fills exactly the wants of the trade and consumers. This accounts for its splendid sales.

A smooth, easy-running hanger with apron 6 inches long and 3 inches wide. It moves with perfect action on roller bearings. Packed for shipment one pair in a box complete with bolts and end caps for track; 12 pairs in a case. Weight per dozen pairs, 85 lbs.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton, Canada

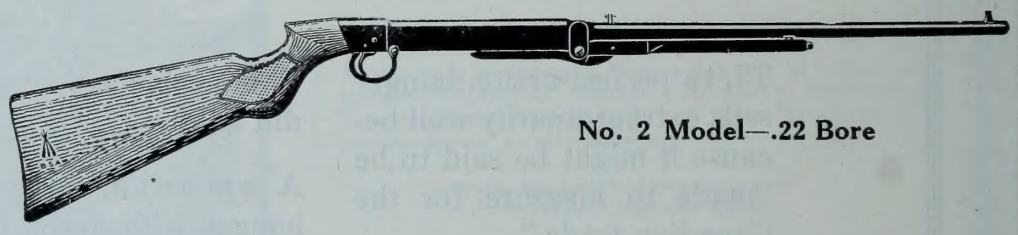
If interested tear out this page and place with letters to be answered.

B·S·A

AIR RIFLES

No. 1 Model—. 177 Bore

The Method of Cocking the b. S.A. Air Rifle is here illustrated. The patent form of lever mechanism is used, instead of the barrel as in other systems.



No. 2 Model—.22 Bore

A Useful, Accurate Rifle—Not a Toy

This is a good proposition for the merchant. There is a well-defined need and demand for air rifles in this country—particularly for a practical, useful rifle like these B.S.A. types. They are powerful, yet short ranged; accurate and safe.

Here are the principal features of the B.S.A. air rifle summarized for busy buyers' attention:

It has no breech joint through which compressed air can escape; it has an accurately fitting, airtight, breech plug, which forms the pellet chamber; "the rotating breech plug has many important advantages, chief among which is the great uniformity of result from round to round"

Arms and Explosives. The patent, separate lever is used instead of the barrel as a spring-compressing lever; it has improved forms of back and front sights; an aperture or peep backsight can be properly fitted and used on it (by reason of the rigidity between barrel and cylinder); the barrel is rifled with greatest engineering skill, especially to deal with the specially shaped B.S.A. pellets; every part is interchangeable; the piston (or main) spring is very easily replaced; the highest class of steel only is used. The life of the rifle is thus practically everlasting.

Birmingham Small Arms Company, Ltd., England

FRASER COMPANY

No. 10 Hospital St., Montreal, Canada

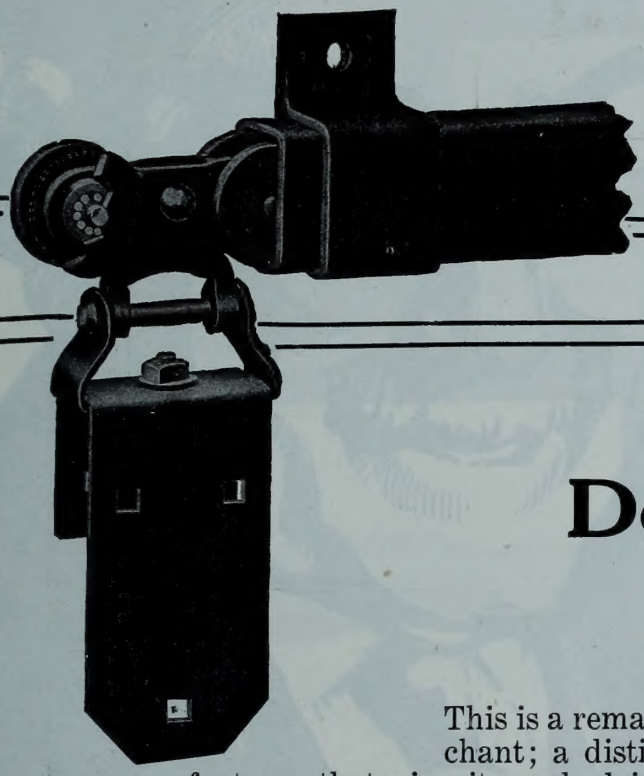
Production Equipment Co., Union Square, New York

In Stock at Montreal

If interested tear out this page and place with letters to be answered.

The Mark of a Good Article

And Your Best Advertisement



1915 Door Hangers and Track

This is a remarkably interesting proposition to the merchant; a distinctive Door Hanger with pulling, sales-features that give it marked individuality. Observe the oiling device, the bearings, the enclosed carriage, in its weather proof track, and the flexible joint that allows the door to swing.

It is Easy to Sell S-B Door Hangers

because of their superior selling points. The 1915 Hangers are packed one pair in a carton, complete with bolts and special oiling track support; 1915 Track and 1915 Brackets.

Canadian Made Hardware --- Ask for the New Catalogue

N. Slater Company, Limited

SUCCESSORS TO SLATER & BARNARD, LIMITED

Hamilton, Canada

Representatives

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto.
H. E. O. Bull, Montreal, Quebec.
A. T. Chambers, Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

Yep! We've cut a good big slice from the prices on Klein tools—priced them not from the standpoint of what it costs to manufacture, for that's the present price—but from the standpoint of the price they must be to sell!

The new price is one that **will** move the goods—and that **will** meet the present attitude of buyers—and that's what we all want!

Get in touch with your jobber today on the new prices! Ask about No. 4!

Mathias KLEIN & Sons

Established 1857 — Chicago, Ill. U.S.A.

Eastern Canada Agent:
Rose & O'Hearn, 293 King Street West, Toronto, Ontario, Canada

Western Canada Agent:
L.T. Walls Sales, Ltd., 702 Confederation Life Bldg., Winnipeg, Manitoba, Canada

If interested tear out this page and place with letters to be answered.

WESTINGHOUSE

Type MH Electric Range

The Retailer's Best Seller

will be this latest WESTINGHOUSE product.

An Electric Range, the result of long experience in range building.

SEE SPECIAL FEATURES

Ask for Catalogue 8D-1

SPECIAL FEATURES

Cast iron cooking top with special Parkerized finish, will not scratch or mar readily.

Black baked japan finish with neckeled trimmings makes a neat and attractive range, prolongs its life, and is rust resisting.

All circuits are individually fused. Fuses and switches mounted in a box under the cooking top.

Fuses covered by a hinged door.

All switches have a rotating pointer which travels over a switch plate stamped with white markings "Off" "High" "Medium" and "Low."

All switches are double pole, a new feature.

All switches are 20 ampere rating.

All heating units are removable.

Oven racks, glides and heat shields are removable, a distinctive Westinghouse feature.

Oven heating units—Top unit of 800 watts capacity used for browning only. Bottom unit is 2000 watts capacity and is used for baking, roasting and broiling.

Wiring of thermometer on Semi-Automatic range is carried through the door hinges. No wiring to change should door or thermometer be replaced.

Terminal box provided for conduit or open wire connection to service wires. Connector body located on side of heater box for plugging in an iron, toaster or other electrical appliance.

Canadian Westinghouse Co., Limited, Hamilton, Ont.

TORONTO—Bank of Hamilton. Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—10 St. Sophie Lane.
TORONTO—36 Adelaide St. W.

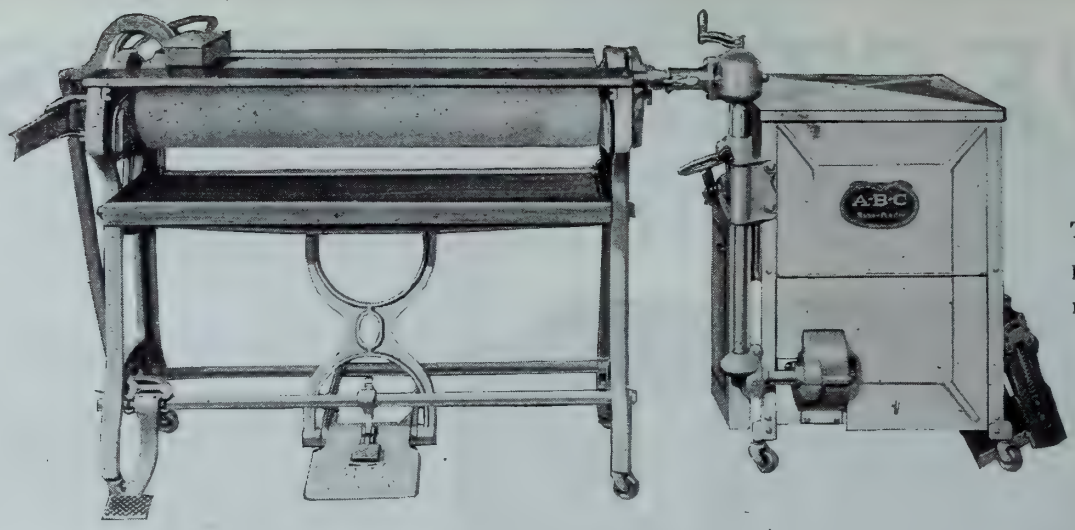
MONTREAL—285 Beaver Hall Hill
FT. WILLIAM—Cuthbertson Block
VANCOUVER—Bank of Ottawa Bldg.

Repair Shops:
VANCOUVER—1090 Mainland St.

OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.
WINNIPEG—158 Portage Ave. E.
CALGARY—31 Third Ave. E.

If interested tear out this page and place with letters to be answered.

The famous ABC Electric Ironer



The new improved 1922 model ABC

A Home Laundry Team Without an Equal

This A B C Electric Laundress unit that washes, wrings and irons, using the motor on the washer to operate the ironer and saving the purchaser the cost of an extra motor, has broken all sales records.

Although any model A B C washer—an "Alco" single tub, "Alco" double tub, Semi-cabinet (galvanized or copper tub) or Full Cabinet (galvanized or copper tub) washer—will drive the A B C ironer, the supreme combination is the ironer with the new A B C 1922 model No. 66, the "serviceproof" washer.

There is nothing to compete with it. The A B C dealer has the field to himself with something different, something unusual, to capture business.

The A B C Ironer may also be sold separately, with motor, where another make of washer is in use.

Why don't you look into the A B C exclusive dealer proposition? The line is complete, with washers in every price class. The line is perfected—the result of 13 years' experience. The company behind the line is big, strong and in business to stay. The name A B C is well and favorably known. You receive real sales, advertising and service co-operation.

This A B C proposition has interested many of the highest class dealers in Canada. Certainly, then, it is also worth **your** consideration.

WRITE TODAY FOR FULL PARTICULARS

A B C Electric Laundress

WASHES WRINGS IRONS

C. D. HENDERSON, Canadian Representative, Box No. 123, BRANTFORD, ONT.

WHOLESALE DISTRIBUTORS :

Maritime Provinces:
BLACKADAR & STEVENS,
Roy Building, Halifax, N. S.

Ontario:
MASCO CO., LTD.,
78 Richmond St., Toronto

Alberta:
CUNNINGHAM ELECTRIC CO., LTD., Calgary

Quebec:
DAWSON & CO., LTD.,
148 McGill St., Montreal

Saskatchewan:
SUN ELECTRICAL SUPPLY, Ltd.
Regina

British Columbia:
RANKIN & CHERRELL,
Vancouver

If interested tear out this page and place with letters to be answered.

NAILS

WIRE NAILS

Blued—Cement Coated—Galvanized—
Copper Plated—Brass Plated

CUT NAILS

Standard Cut Nails, Cut Finishing Nails,
Roofing Nails, Coopers' Nails, Boat Nails
Sharp and Flat
Pressed Nails

Clinch Nails

HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Warm Air Furnaces

Kelsey Warm Air Generator

Canadian Air Warmer

Chinook Furnace

Tropic Furnace

Emperor Wood Furnace

Known Wherever Feet Get Cold

Smart's Range of Furnaces is the Largest in the World

SHIPPING FROM STOCK

Smart's Brockville Furnaces Limited

Brockville, Canada

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

JAMES SMART PLANT
Brockville - Canada

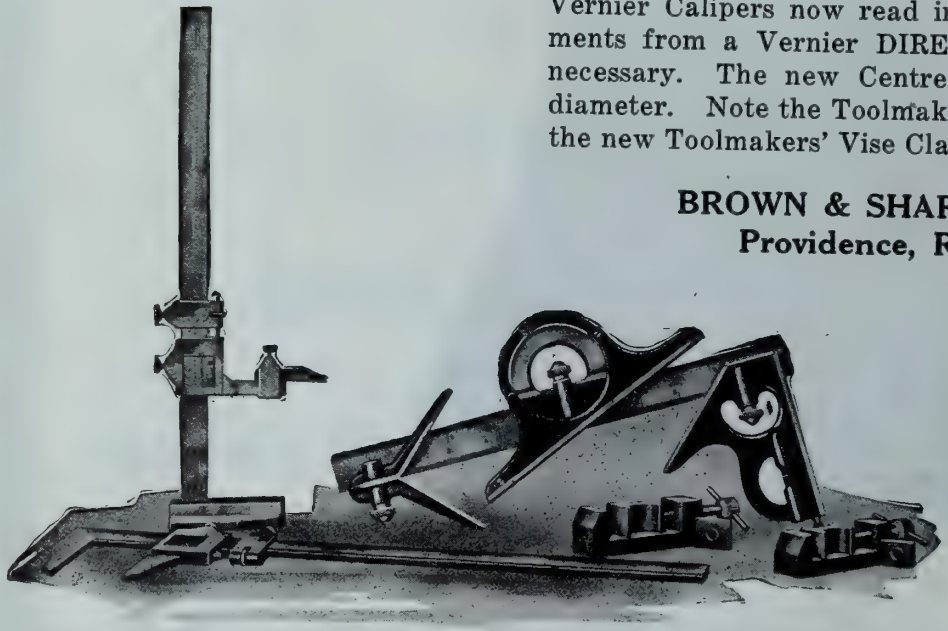
If interested tear out this page and place with letters to be answered.

IMPROVEMENTS and ADDITIONS in the line of BROWN & SHARPE MACHINISTS' TOOLS

Mechanics and toolmakers will be interested in and appreciate the excellence in the design and construction of the improvements shown below. These tools through satisfactory service to the user, build trade for the dealer.

The Vernier Height Gauge with new base and also the Vernier Calipers now read inside and outside measurements from a Vernier DIRECT—no calculations being necessary. The new Centre Head takes work to any diameter. Note the Toolmakers' Vise of new design and the new Toolmakers' Vise Clamp at its right.

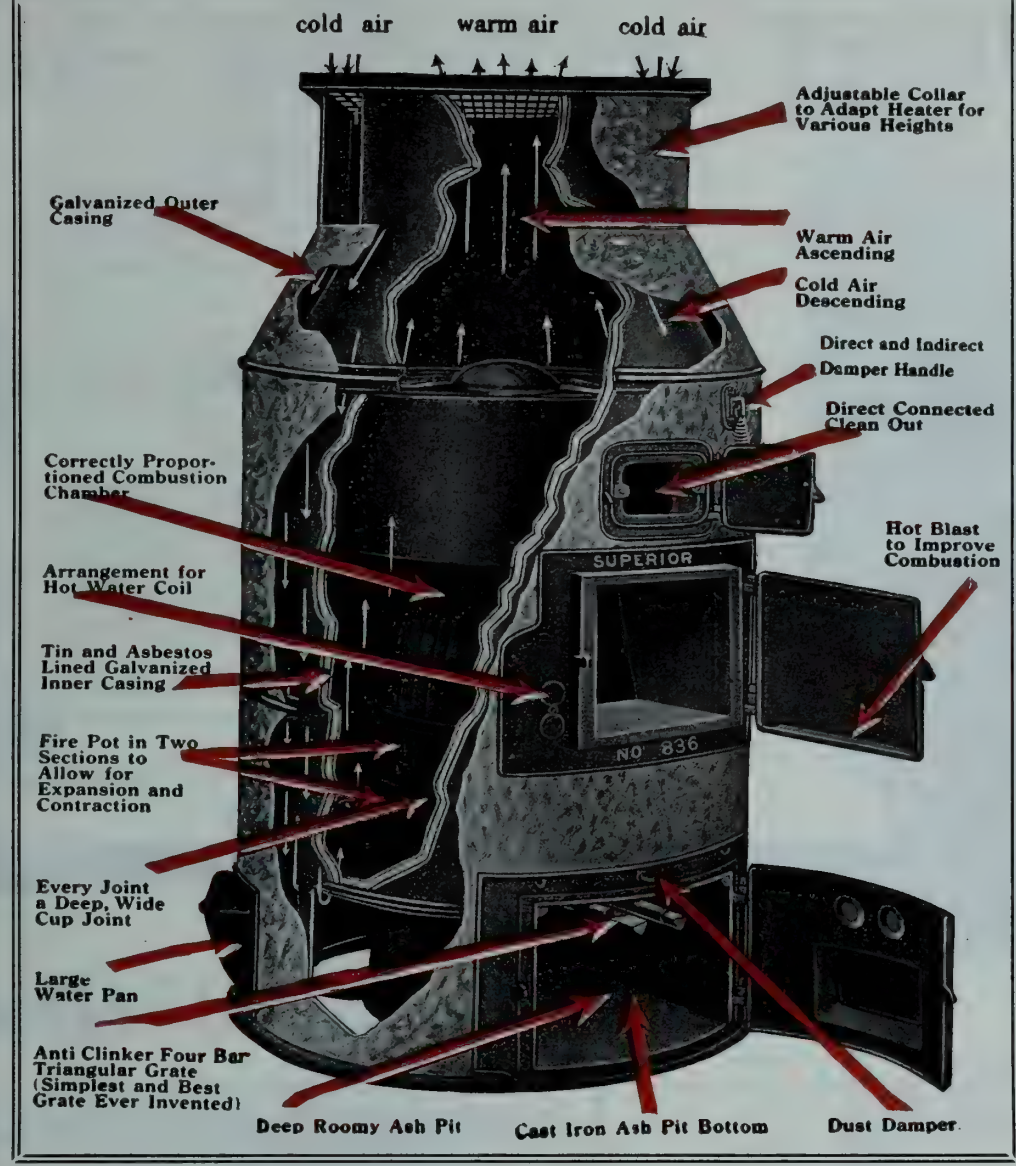
BROWN & SHARPE MFG. CO.
Providence, R.I., U.S.A.



B·S
TRADE MARK

From the moment of its sale, a Brown & Sharpe Machinists' Tool is establishing good will and another satisfied customer for the dealer.

If interested tear out this page and place with letters to be answered.



Pilot—The Original Pipeless Furnace

Pilot was the original, safe guide among the rocks and shoals of early exploration in the Pipeless Furnace field, years ago.

This early career benefited the Pilot Pipeless Furnace by the adoption of all improvements and discoveries, as this branch of heating developed. This success in safely piloting the way into the channels of profit, and, finally, into the snug harbor that provides a comfortable berth for the Hall Zryd dealer, is too well-known to require comment.

The Hall Zryd Foundry Company, Limited

Manufacturers of Pilot Stoves, Ranges and Furnaces

Western Branch: Post Office Box, 687, Winnipeg, Manitoba

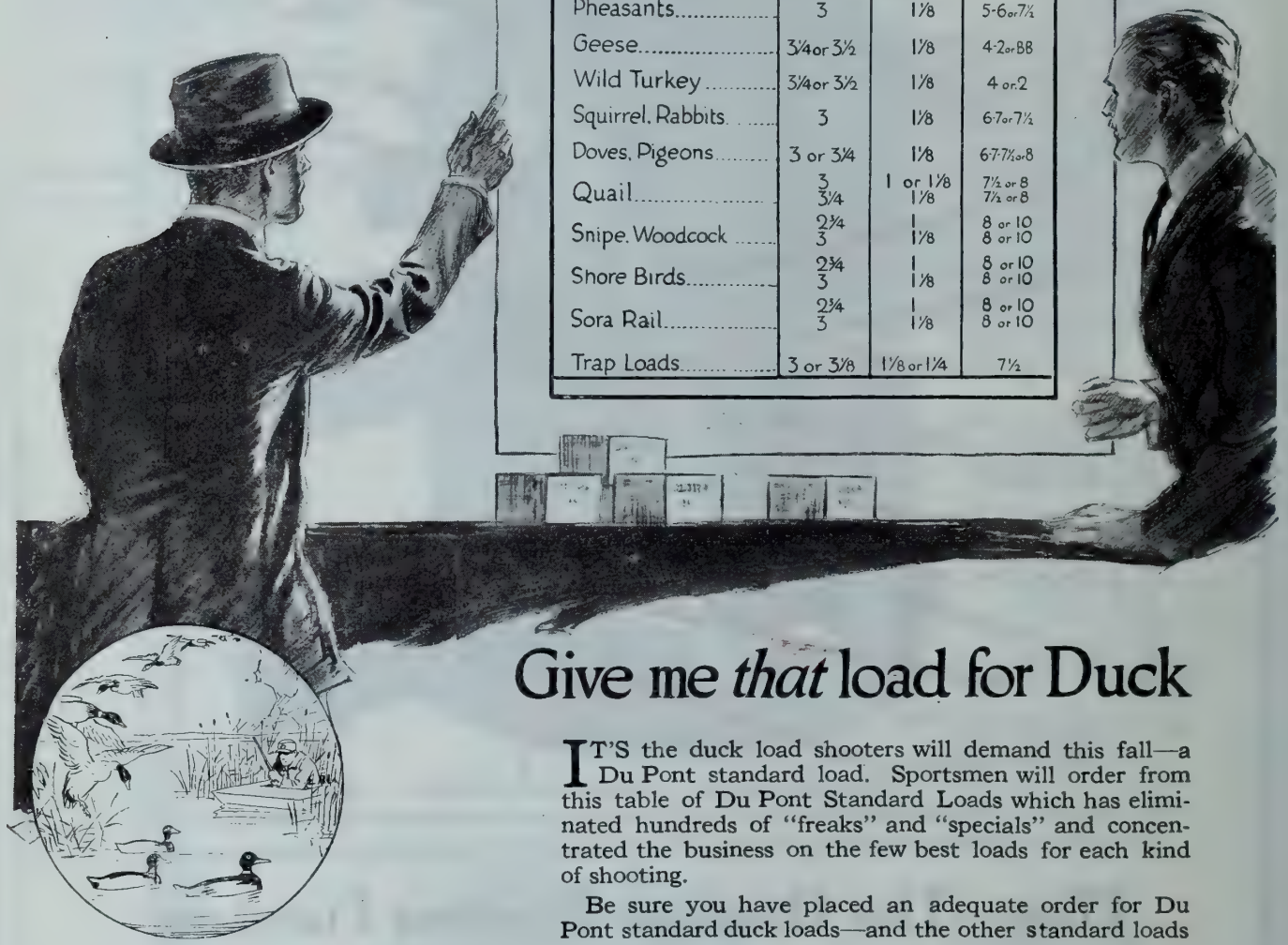
Hespeler, Ontario

If interested tear out this page and place with letters to be answered.

"WHEN I crack down on old Blue Wing Teal coming down the wind like a rifle bullet I know I've got to stop him and stop him hard. That's why I always buy a standard duck load of 'Du Pont.' I know it's *right*—right in shot size and weight and specially right as to the powder. I always select my loads from this table of proved standards and know I can't go wrong."

DU PONT STANDARD 12 GAUGE LOADS

	DU PONT SMOKELESS Drams	OUNCES Shot	SIZE Shot
Large Ducks	3¼ or 3½	1⅛ or 1¼	4-5 or 6
Small and Medium Ducks	3 3¼	1⅛ 1⅛ or 1¼	5-6 or 7½ 5-6 or 7½
Grouse, Partridge, Prairie Chicken	3 or 3¼	1⅛	6 or 7½
Pheasants	3	1⅛	5-6 or 7½
Geese	3¼ or 3½	1⅛	4-2 or BB
Wild Turkey	3¼ or 3½	1⅛	4 or 2
Squirrel, Rabbits	3	1⅛	6-7 or 7½
Doves, Pigeons	3 or 3¼	1⅛	6-7-7½ or 8
Quail	3 3¼	1 or 1⅛ 1⅛	7½ or 8 7½ or 8
Snipe, Woodcock	2¾ 3	1 1⅛	8 or 10 8 or 10
Shore Birds	2¾ 3	1 1⅛	8 or 10 8 or 10
Sora Rail	2¾ 3	1 1⅛	8 or 10 8 or 10
Trap Loads	3 or 3⅛	1⅛ or 1¼	7½



Standard Duck Loads:

Du Pont, 3, 3¼ or 3½ drs.

Shot: Ounces, 1⅛ or 1¼
Numbers: 4, 5, 6 or 7½

Give me *that* load for Duck

IT'S the duck load shooters will demand this fall—a Du Pont standard load. Sportsmen will order from this table of Du Pont Standard Loads which has eliminated hundreds of "freaks" and "specials" and concentrated the business on the few best loads for each kind of shooting.

Be sure you have placed an adequate order for Du Pont standard duck loads—and the other standard loads in the table.

We are telling every shooter it is possible to reach through the sporting magazines to buy from this list—so order from it yourself and be ready to meet the demand. It means no shelf warmers, quicker turnover and greater profits.

We are furnishing a counter display and a steel bound card (for use by your clerks) featuring the Du Pont table of standard loads. If you have not received yours, write.

E. I. DU PONT DE NEMOURS & CO., INC.
Sales Department
Sporting Powder Division
WILMINGTON, DEL.

DU PONT
SMOKELESS SHOTGUN POWDERS

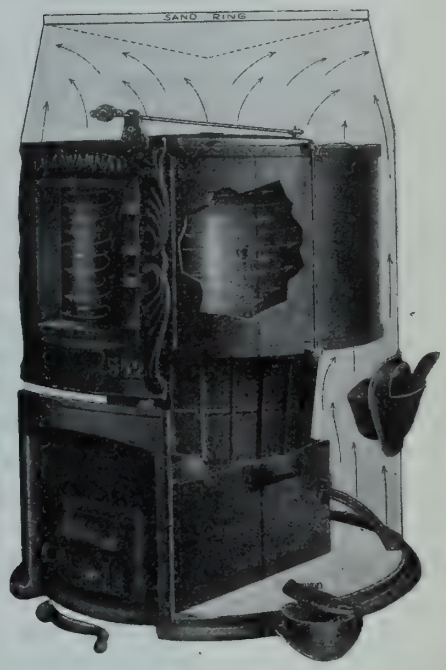
If interested tear out this page and place with letters to be answered.

More Heat---Less Trouble!

THAT is what you are guaranteeing your customers when you sell them one of the famous Maple Leaf heat makers. You have the double satisfaction of knowing that your customer will be more than satisfied and that you have made a handsome profit.

Business of this kind is nice, clean and satisfying. And it is the kind that the dealer is always sure of in stoves, ranges and heaters when the goods handled are the famous Maple Leaf brand.

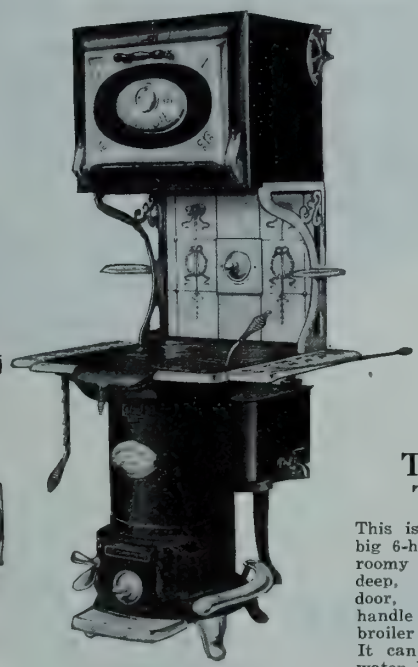
Get in line with this gratifying business! If you are handling Maple Leaf—push them to the limit. If you are not handling Maple Leaf—decide now to do so.
Write to us for terms and full particulars.

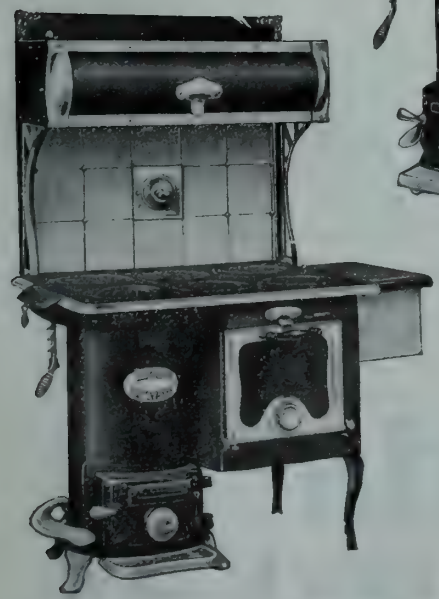


A DANDY TRIO of HEATERS

Maple Leaf Dealers

all over the country are making good range and stove money. If you want to join this crowd of satisfied merchants—let us send you full particulars, prices and catalogues of the Maple Leaf line.





The Maple Leaf Lackawanna Furnace

This is a perfect heating plant for a building of any size, ranging from 9,000 to 70,000 cubic feet in space. It creates quantities of heat and places it where you want it. A perfected flue system, a generous radiating service and many modern improvements and attachments all combine towards making an efficient and economical heating system which cannot be beaten. One Lackawanna furnace installed in your section will sell many others.

P.S.—If you want special furnace information to fit unusual conditions—do not hesitate to request same from us.

Two unusual Quebec heaters, that are also perfect cooking and baking ranges:

The Maple Leaf Thatsit Range

This is a side oven Quebec with a big 6-hole range top. It has a large roomy oven, 13¼ x 11½ x 20 inches deep, balanced spring type drop door, friction catch, non-heating handle and thermometer. It has a broiler lift and a pouch feed door. It can be fitted with either a hot water boiler or copper reservoir and is sold with or without a warming closet.

The Maple Leaf Composite Range

A range which occupies small space and which produces big results. It's unique in construction—standing alone because of its patented flue system which makes the high oven possible. It utilizes the well known Quebec principle of combustion, giving extraordinary results with any and all kinds of fuel. As a heat maker, as a cooking and baking implement, no other range equals it and none excel it.

Either of these Two Quebec Ranges will give genuine satisfaction !

Beach Foundry, Limited

Factory and Head Office :
Ottawa, Canada

Branches in Winnipeg and Vancouver

If interested tear out this page and place with letters to be answered.

Made Entirely of Metal —and Sells for $150!

The Sunnysuds (the first standard size cabinet electric washer to retail at $150) is built of steel, copper and aluminum. Wood is used only where good engineering dictates—the cross member on which the motor is mounted.

All other parts are built for enduring service—out of metal. The enamelled cabinet is constructed of rugged, rigid pressed steel. Copper is used throughout the six sheet oscillating tub—even in the hood of the sediment zone and the baffle plates. The reversible 4-position wringer is light aluminum. The deep waterboard is also metal. There are no belts, the ¼h.p. motor being shafted to the enclosed driving mechanism.

Unusual dealer interest was created by the first announcement of this remarkable washer selling at a remarkable price. The Sunnysuds sales organization is being slowly and carefully expanded. Dealers who appreciate the profit possibilities in selling a standard size satisfaction-giving electric washer for $150 are urged to write at once for complete information as to discounts, etc.

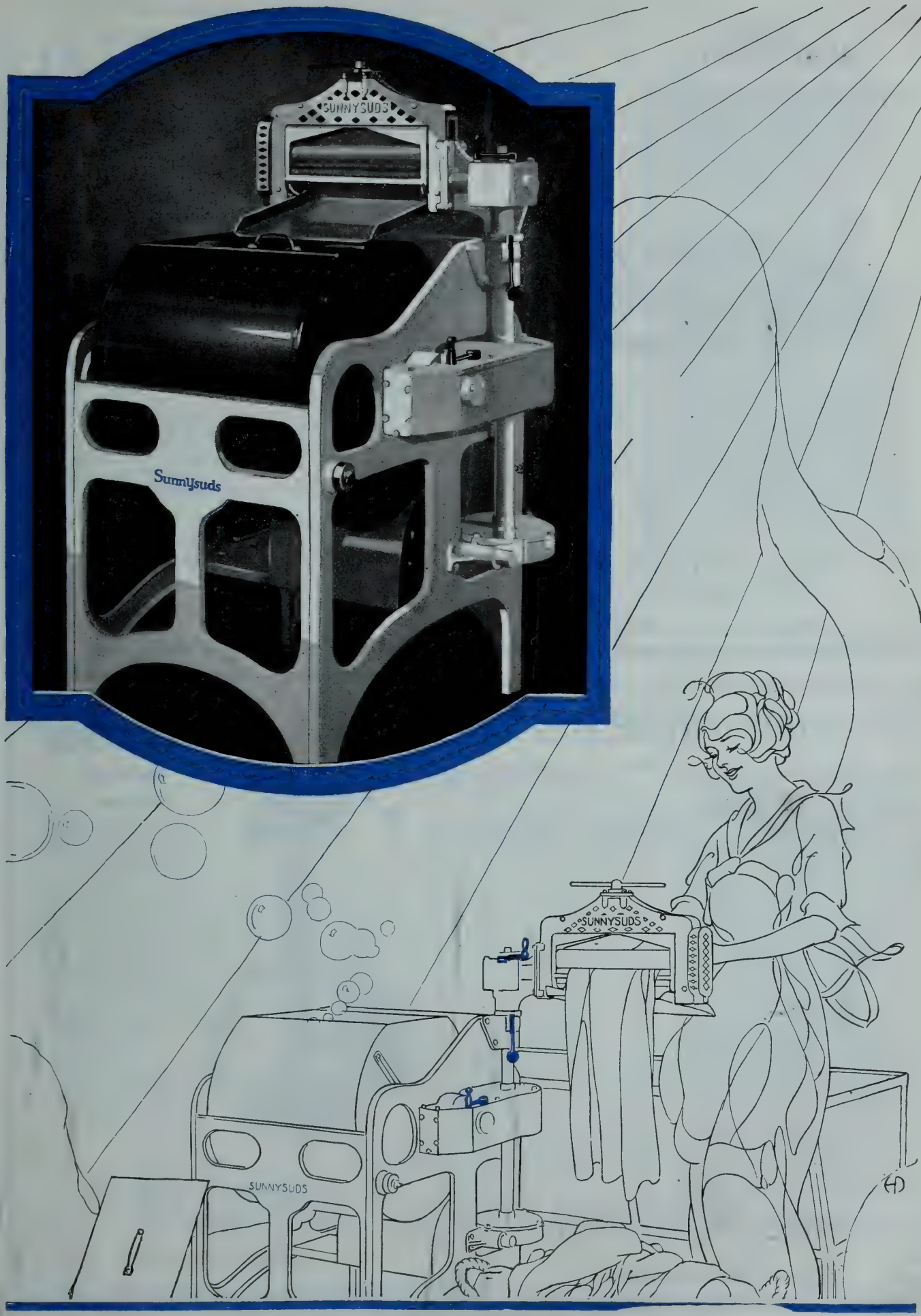
ONWARD MANUFACTURING COMPANY
Kitchener, Ontario

Retail price $150.00

West of Winnipeg $165.00

Sunnysuds
Electric Washer & Wringer

If interested tear out this page and place with letters to be answered.



If interested tear out this page and place with letters to be answered.

A Quick Seller with Good Profits

Are you overlooking the demand that exists among owners of horses—farmers, teamsters, etc.—for a pad that will take the torture out of hard, ill-fitting collars?

TRADE MARK
Ventiplex
PADS

Are just what is required for horses. Carefully and scientifically made, these pads cushion the jerks, positively prevent sore shoulders, and enable the horse to put more vigor into his work.
Recommended to your customers, Ventiplex Pads are certain to make quick sales and good profits.

The Burlington Windsor Blanket CO., LIMITED

Toronto - Ontario

Do You Want Prompt Service

Close Co-operation, Well-Selected Salable Goods

From Your Jobber?

It means much to the success of retail business to be assured of goods when you want them. It pays to have standard, salable lines that you can depend on favorably to impress your customers, to close the sales, and to give perfectly satisfactory service in use.

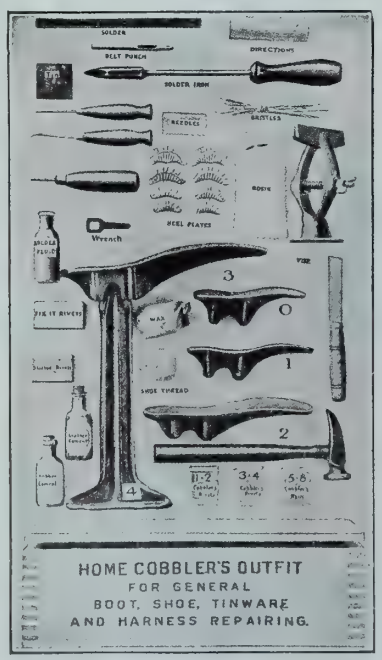
It is such goods and such co-operation from your wholesale house that makes retail business run smoothly.

Thos. Birkett & Son Company, Limited, are fully qualified to give you prompt service, good co-operation and salable, satisfactory goods.
A trial order is the best proof. Why not write to-day?

Distributors for Oak Tires.

Thos. Birkett & Son Co., LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

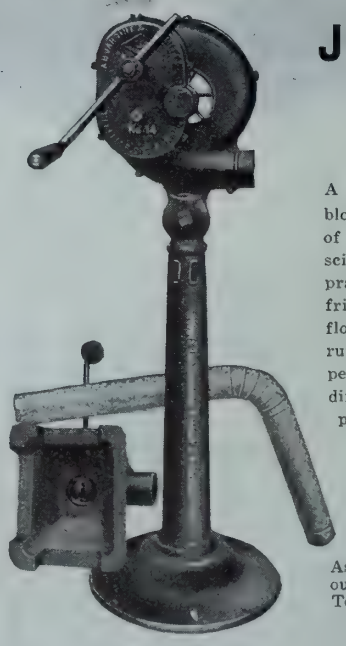
"ECONOMIZERS"



There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of to-day. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs—tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

MAXWELLS, LIMITED
St. Marys, Ont.



JARDINE

Pedestal Blower

A new, simply designed blower with only two pairs of gears which, because of scientific designing, run practically silently, without friction. The gears are flooded in oil; the fan shaft runs in ball bearings. Superior design gives the Jardine No. 14 a superior blast pressure for the power applied, and straight into the air pipe without the loss, by faulty direction, as in many ordinary blowers.

Ask for Catalogue No. 18 of our full line of Blacksmiths' Tools and Machines.

A. B. Jardine & Co. LIMITED
HESPELER, ONT.

If interested tear out this page and place with letters to be answered.

Sectional view

ALLIANCE

The Latest Combination Stove For Coal and Wood

We boast of being the first manufacturers, in the year 1908, to have fitted the Quebec Heater with a steel oven and marketed it. Since then, this business has grown up by leaps and bounds. We have had many clever imitators and most of the Stove Founders are making it to-day.

But we have always been careful to keep up the lead we had over our competitors, and there is ample proof of this in the design of the STOVE "ALLIANCE" shown herewith which is well protected by patents.

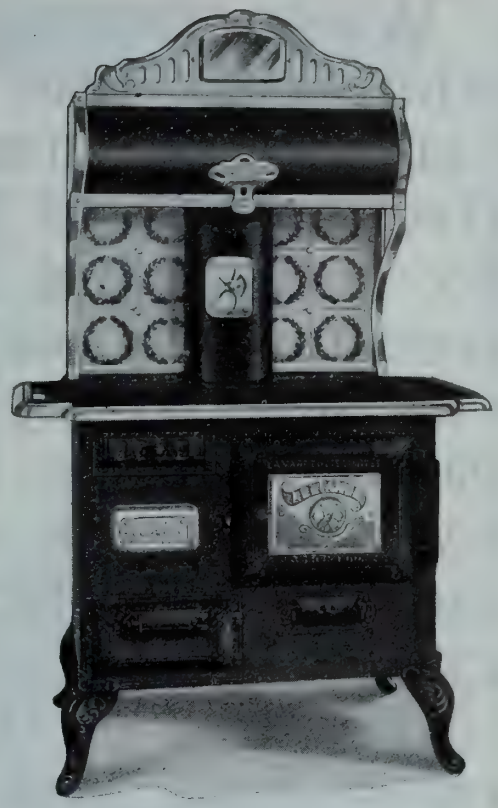
The sectional view shows that the operating principle is exactly the same as that of the Quebec Heater, while the outside appearance is that of a range. Thus, it retains all the good qualities of the former but has, beside, all the conveniences of the latter, combining in one the utility and economy of both.

Any person conversant with the stove business will agree with us that the STOVE "ALLIANCE" is an improvement, as well as an advanced step, over the Quebec Heater with oven. If you add to this a close competition in prices, there is every advantage in handling the "ALLIANCE" instead of the Quebec Heater.

It will Pay You to Investigate, Mr. Dealer !

Lamarre & Company, Ltd.

St. Remi, Que.



Six-hole Top--14-inch oven.

The "NATIONAL" Line OF GUARANTEED

AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited

Montmagny, Quebec

If interested tear out this page and place with letters to be answered.

We are constantly stimulating the demand for our famous five brands of files by educating the consumer in our advertising to replace partially worn files by new ones as a measure of efficiency.

Because of their reputation, you do not require to *sell* these files.

Your stock turns over without effort.

Your jobber can always supply you with any of these brands:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

Get After More Business With Stanley Booklets

Here's a New One.

Let us print your name and address on as many as you can use.

There is no more effective way of stirring up buying than to use systematically a well-compiled mailing list. The Stanley Works is glad to furnish booklets describing its various products—all of them with your name and address neatly printed on the cover.

The latest of these illustrates and describes the popular No. 1776 Stanley Garage Set. Send for as many as you need—and get after those who are contemplating new garages for the fall. Ask for R92.

THE STANLEY WORKS

Main offices and plant:
NEW BRITAIN, CONN.

Branch offices:
New York Chicago San Francisco
Los Angeles Seattle Atlanta

Canadian Representative
A. MacFARLANE & CO. Coristine Building
MONTREAL

If interested tear out this page and place with letters to be answered.

Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

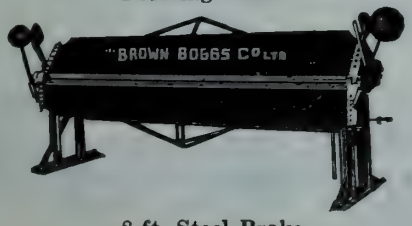
James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West TORONTO, ONT.

Stove Pipe Folder

Circular Shear

Forming Rolls



8-ft. Steel Brake

More Production—Less Cost

Old stuff!—yes, but it is still the whole story of success in shop management. Every minute—yes, even a second—saved in production is a definite saving in time. Time on the payroll is money. Every saving in labor and time not only increases your output but reduces the proportionate cost. It reduces the actual cost per unit. Your annual net profit is greatly increased.

Brown, Boggs Sheet Metal Working Tools are specially designed to increase production and lower costs. Why not investigate—Write us today asking how we can save you money in your shop.

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheetmetal Working Machinery
Canning and Evaporating Machinery

ALL STEEL ANVILS

We shall be glad to supply, in addition to our General Catalogue, literature on

Steel Castings	Lithographed
Galvanizing	Ware
Wire Goods	Enamelled
Stoves	Signs

The "Davidson" anvils are ALL STEEL and are made of material particularly adapted for the purpose by special process developed in our Steel Foundry. The faces of "Davidson" anvils are dead true and of the proper hardness; they ring clearly and are guaranteed to give the maximum amount of service.

Prices on application.
Ask for Booklet No. 2

The Thos Davidson Mfg. Co. Limited

Head Office : Montreal
Branches : Toronto and Winnipeg

Steel Foundry Division:

Lachine Canal
Turcot

DAVIDSON

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

If interested tear out this page and place with letters to be answered.

Week by week—year in and year out — Starrett advertising goes steadily on, building business for Starrett dealers—educating machinists to higher standards of metal-working craftsmanship — teaching them to save time, reduce wastage, increase output—through the larger use of Starrett Precision Tools.

Send for Catalog No. 22 "MA".

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws
Unexcelled

ATHOL, MASS.

Sell Starrett Tools

This self-fluxing solder has modernized soldering

ONE operation used to require more time, more skill and cause more trouble than all the other operations connected with soldering combined—the application of flux. Shops of every kind are doing away with this nuisance—are doing better soldering in half the time formerly required—simply by using this self-fluxing solder.

And that is the reason for the ever increasing demand for—

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

The flux is in pockets in the hollow core of the genuine tin-and-lead solder wire. It flows out on the job just before the solder is melted. Just enough flux is released to produce a hold-fast bond.

In Great Demand

Solder users everywhere demand this self-fluxing solder because it does better work, because it saves half of the time formerly required, and because it enables the novice to do expert soldering. It is widely advertised; we have sent out thousands of samples.

Try it yourself. Send the coupon below for a sample—it's free.

Kester Acid-Core Wire Solder is sold in easily stocked one pound cartons and on one, five and ten pound spools.

Chicago Solder Company,
4225 Wrightwood Ave., Chicago, U. S. A.

FREE TRIAL COUPON

CHICAGO SOLDER CO. H & M 9-24-21.
4225 Wrightwood Ave.
Chicago, U. S. A.

Gentlemen:. Please send me a free sample of Kester Acid-Core Wire Solder.

Name .....

Address .....

City .....

My supply house is .....

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

Bale Ties
NAILS WIRE

Laidlaw
In World-Wide Use

SINGLE LOOP

CROSS HEAD

The Laidlaw Bale-Tie Co.
Limited
Hamilton - - Canada

AGENCIES:
A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons, Confederation Life Bldg., Winnipeg, Man.

For Your Christmas Trade
The Premax
Chain Tire Guard

The handsomest tire guard on the market.
Nickeled chain—black rubber covering—strong, attached Corbin lock.
Sold in individual boxes.
Get the literature and prices NOW.

Niagara Metal Stamping Corporation
Niagara Falls, N.Y.

Division W
The Premax line of Hardware Specialties
Western Canadian Sales Agent
D. A. McDONALD,
141 Bannatyne Ave., Winnipeg, Man.

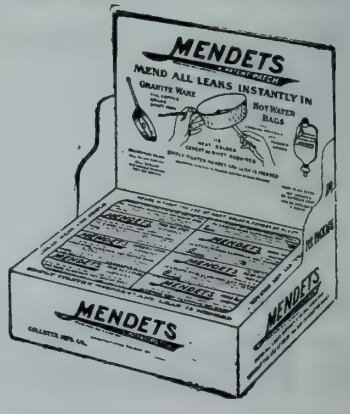
MENDETS
A PATENT PATCH

These effective, patent patches will add astonishingly to the net profits of a hardware store. If you have overlooked them; investigate.

You know almost everybody has leaky pots and pans that they would like to use. Mendets salvage them cheaply, quickly, efficiently. Suggest this idea to your customers by a Mendet display box on the counter.

Collette Mfg. Company
Collingwood, Ontario

Your Jobber has them



If interested tear out this page and place with letters to be answered.

TWEED SANITARY CLOSETS will find a ready sale

Our No. 1 Tweed Sanitary Closet with mahogany finished seat and lid with nickel-plated hinges. Every Tweed is built on similar lines and guaranteed to give satisfactory service.

These Tweed Sanitary Closets will find ready customers among farmers, suburban dwellers, or any class of people who live in a locality without city conveniences and it is among these people that you can do a profitable business.

The Tweed is simple to install, absolutely dependable, sanitary and inoffensive, and can be used in any room in the house. The Special Tweed Chemical used in connection with the closet destroys all trace of odor. No plumbing of any description is needed. The Tweed solves the problem of putting city conveniences into country houses at a fraction of the cost.

Let us tell you more about the Tweed as a selling proposition. Write us for price lists and literature describing Tweed Sanitary Closets, Tweed Baths and other home conveniences manufactured by us.

The Steel Trough & Machine Co.
LIMITED

TWEED -:- ONTARIO

Harris Heavy Pressure BABBITT METAL

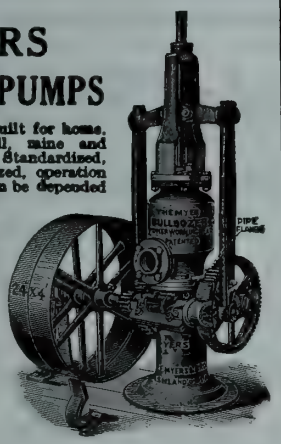
ABSOLUTELY
BEST FOR ALL MACHINERY BEARINGS
Hundreds of tons in use.

THE CANADA METAL CO, Limited
WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
SHLAND OHIO

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

If interested tear out this page and place with letters to be answered.

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It"

Wheeler & Bain

Toronto, Canada

UNIMECO WROUGHT WASHERS

We manufacture a wide range of wrought washers of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with Annealed Rivet Burrs of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

If interested tear out this page and place with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

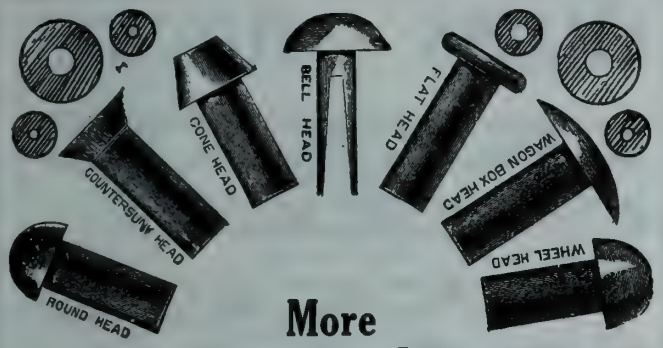
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

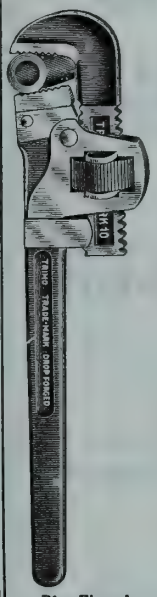
The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make Trimo Pipe Wrenches superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.

Pipe Wrench **Nut Wrench**

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

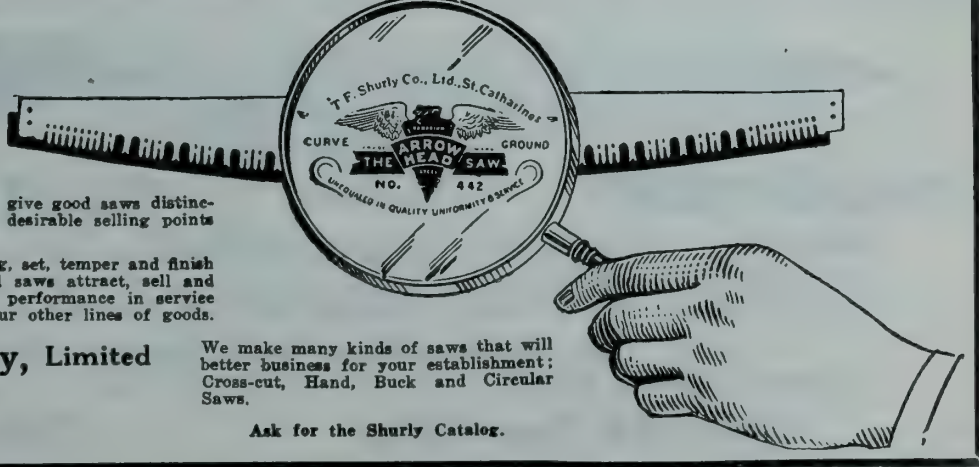
MANUFACTURERS

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited

St. Catharines

Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

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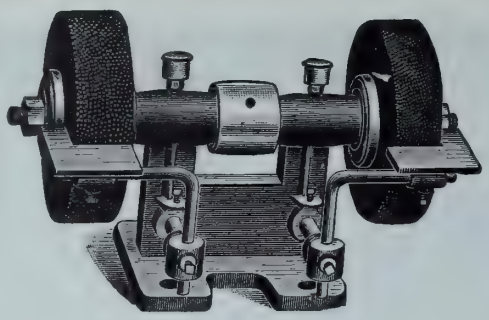


Perfection Grinder

No. 80.

PERFECTION BELT DRIVE GRINDER No. 80 is designed for small machine shops, garages, and farmers having power, either gasoline or electric. It is fitted with two 6x1¼x1-inch wheels, one fine and one coarse (other sizes up to 7 inches can be used).
Frame is 7 inches high. Arbor 13 inches long. Pulley 3 x 2 inches, operated by belt, either direct from gasoline engine or line shaft. Has babbitted bearings.
Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto.

Star Specialty Manufacturing Company
227-233 West Erie Street Chicago, Illinois

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

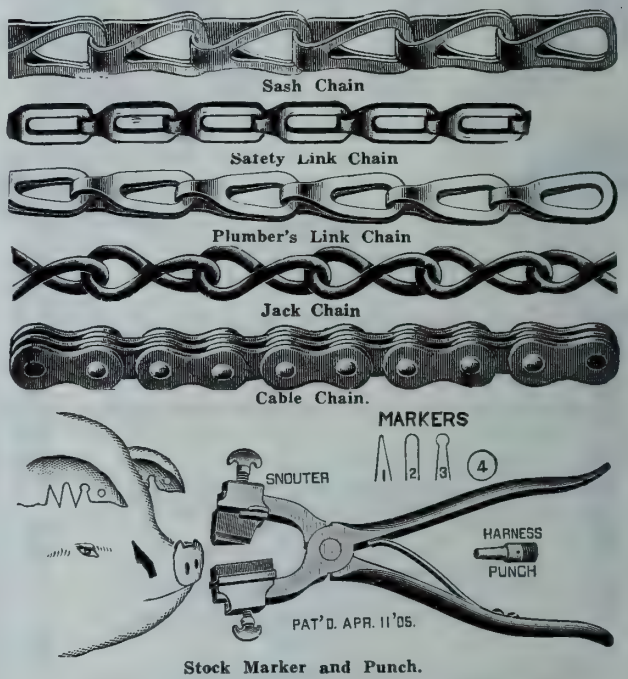
There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

CHAINS AND PUNCHES



Stock Marker and Punch.

THE SMITH & EGGE MFG. CO.
BRIDGEPORT, CONN.
ORIGINATORS OF SASH CHAIN.

"SABATIER" TRADE MARK **"LA TROMPETTE"**

We are again supplying the Canadian Hardware trade with our famous lines of cutlery, including the knives as illustrated.
Avoid imitations of our cutlery by seeing that our Trade Mark

"La Trompette Medaille d'or Expn. Univl. 1878"

is stamped on each blade as shown on above illustration.

SABATIER Pere & Fils **THIERS (France)**

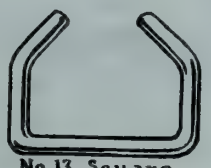
Made-in--Canada

Torrington

BELL HOOKS

--that stand

Our experience has taught us the value of using belt hooks that stand longer and we are manufacturing Torrington Belt Hooks and offering them to the Canadian trade.



No. 13 Square

They're not the cheapest; they cost more money but they're worth it in time and labor saving. Let us hear from you.

No 15 Regular

THE TORRINGTON CO., LTD.

UPPER BEDFORD, QUEBEC

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

The J. R. Sterling Twine Company, Ltd.

Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

Walter Woods & Co.

N.B.

Egg Carriers

Hamilton and Winnipeg

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.

OUR COLORED Grades

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

PROOF!

Hoyt Metals are used by every shop and factory that prides itself on maximum production. That the sales of Hoyt Metals amount to $10,000,000 annually is convincing proof of the satisfaction in using or selling these efficient metals. Always cool running. Anti-friction quality and unequalled endurance are superior features of these popular metals.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

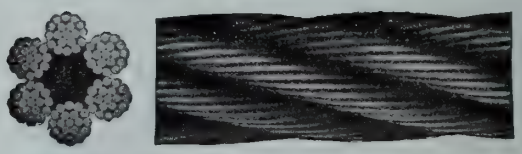
HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.
Regina, Sask. Peterboro, Ont.
Established 1870

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

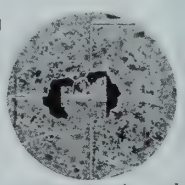
The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

"CROWN" METAL SHINGLES
Fire-Proof, Durable, Ornamental



Most efficient because — storm and wind proof; strongest metal roof existing; requires no soldering, mallets, seamers, tongs, etc. expansion and contraction provided for in each shingle; one-sixth the weight of slate one-fourth the weight of wood it takes lighter framing; more durable and ornamental.

McFarlane-Douglas Co. Limited. Ottawa, Canada.

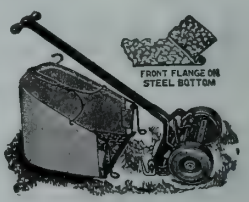
For information on any sheet metal problem, write above.

"EASY EMPTYING" GRASS CATCHERS

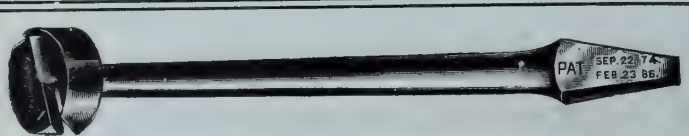
"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

When Writing to Advertisers Kindly Mention This Paper

Why the Head Engineer Stands by "Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co *Limited*
Hamilton Canada

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Tuck's Genuine Packings

Asbestos and Others for High Pressure, Steam, Hydraulic and Other Purposes

Trial Orders Solicited—Our Packings Do the Rest

Insist Upon Having the TRADE JHT CAOUTCHOUC TRADE MARK Packing Bearing Our MARK

TUCK & COMPANY, LIMITED
LONDON LIVERPOOL CARDIFF, ETC.

Canadian Representative
Wm. J. Brown, 117 Youville Square, Montreal

Stocks Carried in All Sizes TEL. No. MAIN 2387

BRASS TACKS

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Executive Office and Factories: Oshawa, Ont.
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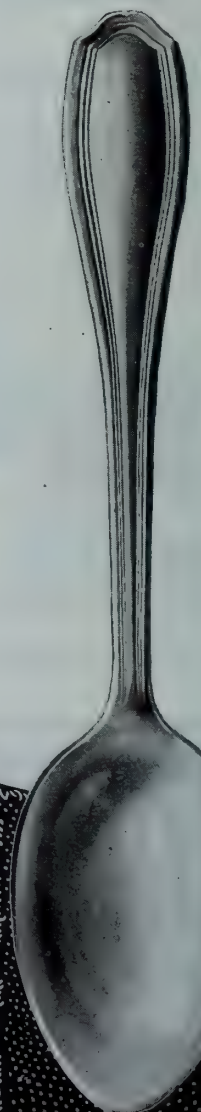

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII SEPTEMBER 24, 1921 No. 39

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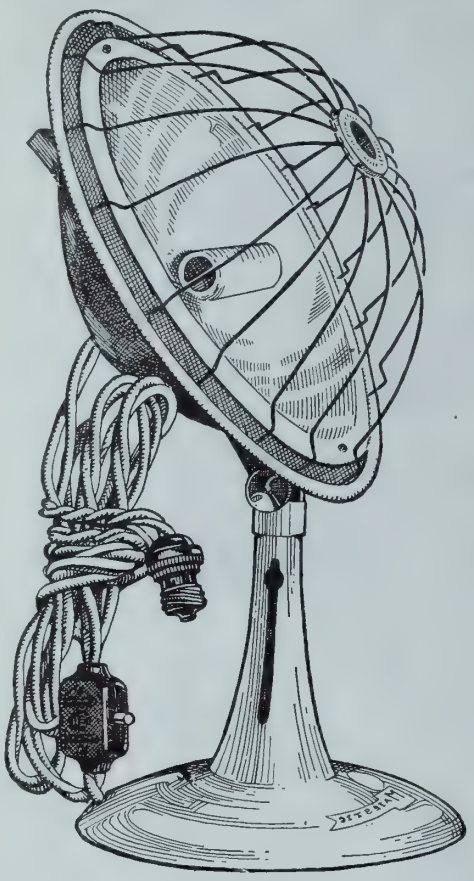

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At a big Electric Shop in one of our largest cities they sell a great many lines of appliances. Just as a test we asked them which was the most popular electric heater. "The Majestic," was the reply.

"Why?"

"Because it is a medium priced heater, gives just as much heat and is guaranteed for one year."

You'll find other retailers say the same.

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The Majestic *Heater*

The most popular heater on the Canadian market

Guaranteed for one year---well advertised throughout Canada

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29 Richmond St. West, Toronto, Ont. **803 Lindsay Bldg., Winnipeg, Man.**

The Majestic Heater is one of *the new*

Canadian Beauty Electrical Appliances

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol XXXIII SEPTEMBER 24, 1921 No. 39

Weights Inspector Remiss In Duties

Spring Weighing Scale Denied to Hardware Trade Still Offered for Sale in Toronto Departmental Store—Should Not Be Exposed for Sale According to Regulations—Inspector Should Have It Sealed Up, Confiscated and Destroyed, But it Still Remains as an "Ornament" Offered For Sale at $33.00

MUCH comment has been heard in hardware circles over the apparent discrimination evident in the case of the spring weighing machine with capacity of 25 lbs., details of which were given in August 27 issue of Hardware and Metal. It was shown in this article that a Toronto departmental store was allowed to display and offer for sale a spring scale of this type whereas such a privilege was denied to one desirous of importing such scales for distribution through the Canadian hardware trade. Chief Inpector McConvey of the Weight's Inspection Department, in Toronto, was advised of the details before the appearance of the editorial, and after its appearance the article in print was drawn to his special attention and an opportunity afforded him of making known the reason why a departmental store should be allowed to offer for sale an article which the hardware trade is unable to import for distribution.

With the publication of this issue of Hardware and Metal, four weeks have elapsed since the original editorial appeared and no reply has been forthcoming from the Inspector although he asked for, and was supplied with copies of the article. In the meantime the scale in question is still on display in a silent salesman in the departmental store, and the salespeople are still offering it for sale to any customer at the price of $33.00. The scale in question is practically identical in finish with the scale which was denied admittance for distribution through the hardware trade, and the spring principle of weighing is used, this being the objectionable feature from the standpoint of the Customs Department.

Says "Unable to Purchase Machine"

In discussing the matter with Hardware and Metal, Inspector McConvey stated in defence that he had sent a number of his inspectors to purchase the scale and had also sent some women on the same errand but they had been unable to buy it. On the other hand, representatives of Hardware and Metal visited the store and offered to buy the machine on three occasions and experienced no difficulty whatever, the sales person in each case quoting the price, pointing out the features of the machine and using all logical methods to make a sale. The mere fact that the machine was not purchased is looked upon by the Inspector as evidence that it could not be purchased, but Hardware and Metal has witnesses that the absence of an actual sale was not the fault of the sales persons of the store in question but solely due to the fact that it was not considered necessary to make the actual sale to prove that the machine was other than an "ornament" as was claimed by the Inspector.

Furthermore, Hardware and Metal has made it quite clear that the machine was "offered for sale," in which stage the store in question is still responsible for its ownership. Had Hardware and Metal purchased the machine it could have been seized according to Inspector McConvey, who only refrained from seizing the sample scale submitted to him some weeks ago in view of a promise that it would be returned to its makers within two days. This being the case all evidence necessary to prove that the scale in the departmental store is being "offered for sale" has been produced, and the question remains: "Why can the departmental store offer for sale an article which is denied the hardware trade, or, furthermore, why is the departmental store allowed to keep, even as an 'ornament,' an article which was threatened with seizure when in the hands of other parties?"

The latest regulations of the Department of Weights and Measures have been secured by Hardware and Metal, and from a perusal of these regulations it appears to be illegal for the spring scale in the departmental store to remain even as an "ornament" without being sealed up in such a way as to render it useless.

Section 9 of Regulation 7, Weights and Measures Act and Regulation states: "No spring scale of the Dead Load type and no Spring Scale of the Combined Lever and Spring Scale type, except such as are constructed upon the correct knife-edge principle and approved by the Department of Inland Revenue, shall be manufactured in or imported into Canada except as herein otherwise provided for, but all such scales now in use and duly inspected and stamped according to the Weights and Measures regulations may continue to be used and periodically inspected and stamped as required by law until found incorrect and incapable of being made correct without the renewal of some fundamental part of their mechanism."

Exceptions of an ice spring scale, sportsman's spring balance, photographer's scale, farmers' milk scale are made. This regulation denies admittance to a scale of the type in question.

Regulation 16, Section 2, says: "If any weight, measure, weighing or measuring machine be found incorrect and incapable of being made correct it shall be seized and confiscated or destroyed." This does not permit such a scale being retained as an "ornament," to say nothing of being offered for sale.

Section 7 of the same regulation says: "When weights, measures, weighing or measuring machines, subject to original verification, are found to be of a type not included in Regulation 1 and not otherwise admitted by the Department, the same shall be sealed up by the inspecting officer with the rejection label and seal and full information at once reported to the Department."

(Continued on page 36.)

Price-The Big Factor in Fall Trade

The Consuming Public Will Be on a Shopping Expedition, and Will be Open to The "Price" Argument—Farmer Believes He Is Paying Too Long a Price And Accepting Too Short A One—Unemployment And Conservatism—

IT IS becoming increasingly evident that " price" will be the outstanding factor in fall merchandising. It is an exact reversal of conditions of two years ago when price was immaterial, when "the-higher-the-price-the-better-we-like-it" motto was on everyone's lips—buyer and seller alike, when salesmanship consisted of handing goods over the counter and taking money for it. New times and conditions require new methods. The retailer who sits back and says to himself, "Well, I bought goods at high prices and the public will pay the shot or go without" is living in a fool's paradise—the public will neither "pay the shot" nor "go without"—necessaries will be bought and some luxuries indulged in no matter the times. If you, Mr. Merchant, do not meet competition either local or out-of-town competition, you will be the sufferer, not the public.

Growth of Shopping Habit

Some few months ago it was noticeable that the consuming public had retrenched from the 1919-20 habit of buying on sight. People began to "shop," to "look around." The idea that prices were too high had taken its first lodgement; the consumer wanted to find out if by a little extra effort a certain article could be bought at a lower price "somewhere else." That was the beginning of the "shopping habit." From that very moment aggressive merchants began to figure on lower overhead expenses, a narrower margin of profit and better salesmanship on the part of their staff. Every day that these three important factors in merchandising were put off meant loss of business—to somebody else—because there is always somebody else who is a keen competitor either in or out of your town.

The shopping habit has grown apace and will be more noticeable this fall than it has been for some years. There are additional reasons why it should be, reasons that have developed during the past few months. It is well for merchants in all parts of the country to realize these conditions and face them.

Price of Farm Products

The basis of Canadian prosperity is the farm. Whenever the sun smiles on the country it likewise smiles on the city. In other words, when prices for farm products bring a fair return for the amount of capital invested and the labor involved industry reflects that condition accurately. Manufacturers are kept busy; retail trade is good; there is the normal demand for necessaries and luxuries alike. But when the price of farm products falls to such an extent that retrenchment begins with the great farming community, depression is noticeable. The farmer may have the money but he won't spend it till prices suit him. And today, prices do not suit the farmer.

What Two Farmers Said

Some time ago the writer was in conversation with two farmers. He put to each the same question. "Is there anything you want that you could and would buy if prices suited you." One said he wanted a disc harrow; the other wanted to build a new home for himself. "If prices of the things you require should come down 25 per cent during the next month would you buy your disc harrow and would you build your house?" was the next question. The answer in both cases was in the affirmative.

The farmer believes that he is still paying too long a price and accepting too short a price. In other words, he is accepting pre-war prices for his commodities and is asked to pay prices for other commodities which he thinks are too high. The appeal to this man has got to be convincing and satisfying. The great farming community which is the backbone of business for hundreds and thousands of retail men in this country must be appealed to with a price argument that convinces them that fall prices are within reason and truly reflect the readjustment period as far as it has gone. The farmer may be looking for lower prices than will be offered this fall—he may expect prices that are impossible taking into consideration the cost of production— but he is open to sound argument. The merchant's argument must be made through his advertising, by window display and by expert salesmanship. The "price" note should never be silent; it will be watched for this fall and winter as it has not been watched for some years.

The outlook for the city retailer is much the same, perhaps not quite so good. The farmer has the money and will spend it if convinced that prices are right. There are many in the cities who may be unable to spend even if so disposed. The unemployment situation is pressing. Unless labor does its share in solving the problems of the readjustment period by meeting reasonable demands for lower wages, the unemployment situation may not improve. Unemployment affects more than the unemployed; it has an influence on all and creates a tendency to conserve, to buy only the bare neccessities, to retrench generally.

It is an absolute certainty that "shopping" will be popular in the large centres of population. Necessity will drive many to it; the desire to conserve will drive others. The "price" appeal must be made powerful, irresitible. People are going to look for values in all they buy. They know they can get it in another store if you haven't it—something that retailers who are inclined to skimp their stocks should bear in mind. They are not going to be met with the plea "Oh, we can't get it; it is not to be had"—at least, they will not be satisfied with it. They will go "shopping" and, ultimately, will get what they want and at the price they want it.

WEIGHTS INSPECTOR REMISS IN DUTIES

(Continued from page 35)

Therefore interpreting this regulation as meaning that the scale in the possession of the departmental store should at least be sealed up by the inspector, the following regulation shows that the store is under penalty for exposing it for sale.

Section 69, as amended by Act of July 7, 1919, says: "Every person who knowingly uses, sells, utters, or exposes for sale any weight, measure or weighing or measuring machine increased, diminished, falsified or tampered with or who wilfully breaks or removes the official seal or mark of rejection from any weight, measure, or weighing or measuring machine sealed against use for any cause whatsoever, except to repair and adjust the same for presentation for inspection, verification and stamping, shall incur a penalty for the first offence not exceeding fifty dollars and not less than twenty-five dollars, and for each subsequent offence a penalty of one hundred dollars and such weight, measure or weighing or measuring machine shall be forfeited to His Majesty and shall be destroyed or otherwise disposed of as the Minister may direct."

As before stated, Hardware and Metal is interested in this matter solely from the standpoint of having justice done in equal portion to all alike. It is obviously unfair to the hardware trade to be denied the right of selling an article which a departmental store is allowed to offer for sale, and a review of the regulations outlined would seem to indicate that the Inspector is remiss in his duties for not immediately sealing up the machine in question to render it useless, and to confiscate or destroy it as provided in the Act. Some weeks ago Inspector McConvey boasted about his fearlessness in the execution of his public duties. Is it possible that he was bluffing, and is now afraid to act?

Securing "Live" Stove Prospects

Fall Fair is Good Opportunity of Boosting Stove Sales and of Securing Good List of Interested Parties—Show Cards Convey Pointed Messages Concerning Stoves and Ranges—Catering to Various Types of Prospects in Stove Selling

An illustration of the fall store exhibit of the hardware firm of J. Smiley & Son, Woodstock, Ont., at the local fair, which is reported to have obtained splendidd results.

AN EXCELLENT method of boosting sales of stoves in the fall and of obtaining a "live" list of real prospects for new stoves and ranges is to have an exhibit at the local fair. J. W. Smiley and Son, of Woodstock, Ont., have obtained splendid results in this way and as may be seen from the accompanying illustration they take considerable pains to see that their exhibit is a very attractive one.

"It pays to do this," said Mr. Smiley, to Hardware and Metal. "Women are the real buyers of stoves and ranges and they are always interested in a nice display. An array of stoves and ranges all polished up and shining creates a favorable mental attitude to begin with and the stove salesman who knows his business can follow this up to splendid advantage."

Many Sales Made

Mr. Smiley states that many sales are made right at the exhibit. Others are made later. The exhibit at the fall fair however, he regards as one of the best advertisements he can get. It puts him into direct personal touch with thousands of people at a time when they are out to see and find out about all that is latest and best. Many of them have come many miles with the express object of going closely over the exhibits and sizing up what is best in the way of things they are going to purchase. These people are interested and by meeting them personally and giving them valuable information Mr. Smiley believes he is establishing a good will contract that will make for business sooner or later. This has been amply borne out he says by the results he has obtained.

Keep It Attractive

Mr. Smiley says it costs but little to arrange a very attractive display of stoves at a fair. A really large space is not essential but room should be allowed for prospective buyers to get in around the stoves and open the doors and investigate generally. The use of show cards he finds has a very definite value in impressing distinctive points he wishes to emphasize and also in keeping the firm's name firmly impressed upon the people.

It pays well he says to make a careful study of the needs of the people in the district and then show stoves that will carry the broadest appeal to all. In a farming district for instance buyers are especially interested in the stove or range that will burn both wood and coal. This is a point that can be driven home by the use of show cards and also in the sales talk. Convenience of operation is another important matter which can be impressed upon the visitor to the exhibit in the same manner and also by actual demonstration. Mr. Smiley not only shows the men and women who call at his display booth how easily and simply the stoves are to operate but he urges them to operate the various devices themselves; in this way they get an added interest in the working of the stove.

Special Show Room

Back in his store Mr. Smiley has a special stove show room at the rear of the store away altogether from other sections. An invitation to all fair visitors to visit this department is extended and is taken advantage of by large numbers. One of the important things about selling stoves Mr. Smiley says is

Continued on page 42

Open Seasons For Game in 1921

THE OPEN SEASONS HERE SHOWN ARE INCLUSIVE OF BOTH DATES. When the season is closed for a fixed period the date terminating the closed season is given.

The term "rabbit" includes hare; "quail," the bird known as "partridge" in the South; "grouse" includes Canada grouse, sharp-tailed grouse, ruffed grouse (known as "partridge" in the North and "pheasant" in the South); and all other members of the family except prairie chickens, ptarmigan, and sage hens; "introduced pheasant" is restricted to the Old World pheasants.

PERSONS ARE ADVISED to secure from provincial game departments full text of game laws in provinces where hunting is contemplated, as provisions of minor importance are omitted from this poster.

Provinces	Deer	Moose	Rabbit	Caribou
Alberta	Nov. 1—Dec. 14 b.	Nov. 1—Dec. 14 b.		Nov. 1—Dec. 14.
British Columbia *				
Manitoba	Dec. 1—Dec. 10 b.	Dec. 1—Dec. 10 b.		Dec. 1—Dec. 10.
New Brunswick	Sept. 15—Nov. 30 b.	Sept. 15—Nov. 30.		
Northwest Territories	Sept. 1—April 1 b.	Sept. 1—April 1 b.		Dec. 1—April 1.
Nova Scotia	Oct. 16—Oct. 31 b.	Oct. 1—Nov. 15 b.	Nov. 1—Sept. 28.	Sept. 16—Oct. 15 b.
Ontario	Nov. 5—Nov. 20 b.	Nov. 5—Nov. 20.	Oct. 15—Nov. 15.	Nov. 5—Nov. 20 b.
Prince Edward Island			Nov. 1—Feb. 1.	
Quebec		Sept. 20—Dec. 31.	Oct. 15—Jan. 31.	Sept. 20—Dec. 31 b.
Saskatchewan	Nov. 15—Dec. 14 b.	Nov. 15—Dec. 14.		Nov. 15—Dec. 14 b.
Yukon	Aug. 1—Mar. 1 b.	Aug. 1—Mar. 1 b.		Aug. 1—Mar. 1 b.
Newfoundland		No open season.	Sept. 20—Jan. 1.	

	Quail	Grouse	Prairie Chicken	Introduced Pheasant	Ptarmigan
Alberta		Oct. 15—Oct. 31.	Oct. 15—Oct. 31.	Oct. 1, 1925.	Oct. 15—Oct. 31.
British Columbia *					
Manitoba	Sept. 15, 1927.	Oct. 15—Oct. 22.	Oct. 15—Oct. 22.	Sept. 15, 1927.	Oct. 1—Oct. 20.
New Brunswick		Oct. 1—Oct. 20.			
Northwest Territories		Sept. 1—Jan. 1.	Sept. 1—Jan. 1.		Sept. 1—Jan. 1.
Nova Scotia		Oct. 15—Nov. 14		No open season.	
Ontario	No open season.	Nov. 5—Nov. 20.	No open season.	No open season.	
Prince Edward Island		Oct. 15—Nov. 15.			
Quebec		Sept. 1—Dec. 14.			Nov. 1—Jan. 31.
Saskatchewan		No open season.	Oct. 15—Oct. 31.		
Yukon		Sept. 1—Mar. 15	Sept. 1—Mar. 15		Sept. 1—Mar. 15.
Newfoundland		Sept. 20—Jan. 1.			Sept. 20—Jan. 1.

*† Males only.

MIGRATORY GAME BIRDS**

(The seasons here shown are the times when migratory game birds may be hunted without violating either Dominion regulations or Provincial laws.)

Province	Duck, Goose Brant, Coot, Gallinule	Black-Bellied and Golden Plovers, and Yellowlegs	Wilson Snipe or Jacksnipe	Woodcock	Rail	Dove
Alberta	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.		Sept. 1—Dec. 14.	No open season.
Br. Columbia	Sept. 3—Dec. 18.	Sept. 3—Dec. 18.	Sept. 3—Dec. 18.		Sept. 3—Dec. 18.	
Manitoba	Sept. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15, 1227.
New Brunswick	Sept. 15—Dec. 31.	Aug. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15—Dec. 31.	
Northwest Ter.	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.		Sept. 1—Dec. 14.	
Nova Scotia	Sept. 15—Dec. 31.	Aug. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15—Dec. 31.	
Ontario	Sept. 1—Dec. 15.	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.	Sept. 15—Oct. 15.	Sept. 1—Dec. 14.	No open season.
Pr. Edward Isl.	Sept. 1—Dec. 14.	Aug. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 15—Nov. 30.	Sept. 1—Dec. 14.	
Quebec	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.	
Saskatchewan	Sept. 15—Dec. 31.	Sept. 15—Dec. 31.	Sept. 15—Dec. 31.		Sept. 15—Dec. 31.	
Yukon	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.	Sept. 1—Dec. 14.		Sept. 1—Dec. 14.	
Newfoundland	Sept. 20—Jan. 1.	Sept. 20—Jan. 1.				

OTHER GAME—(Season closed in provinces not mentioned)—**Bear**—(Unprotected in other provinces); Quebec, Aug. 20—June 30. **BIG GAME—Antelope**; Manitoba, Dec. 1—Dec. 10 b.—**Sheep and Goats**—Alberta, Sept. 1—Oct. 31 b; Br. Columbia*,; Northwest Ter., Sept. 1—April 1†; Yukon, Aug. 1—Mar. 1 b. **DAYS EXCEPTED**—All hunting prohibited on—**Sundays.**—In all provinces east of the 105th meridian, except Quebec.

*Laws of 1921 not received. † Local exceptions. ‡ Certain species. b Males only.

** Under the regulations for the protection of migratory birds the season is closed on band-tailed pigeon, swan, wood duck, eider duck, auk, auklet, bittern, crane, fulmar, gannet, grebe, guillemot, gull, heron, jaeger, loon, murre, petrel, puffin, shearwater, tern, and all shore birds (except woodcock, Wilson snipe or jacksnipe, black-bellied and golden plovers, and yellow-legs) in the United States and Canada.

Alberta.—All game must have horns at least 4 inches long. Hungarian Partridge Oct. 1—Oct. 31.

British Columbia.—Open season on big game and upland game fixed annually by Order-in-Council, which may be obtained from Secretary, Game Conservation Board, Vancouver, B. C. **Waterfowl, rail, Wilson snipe, black-breasted and golden plovers, yellow-legs**, in Northern and Eastern Districts, Sept. 3—Dec. 18, and in Western District, north of 51st parallel, Sept. 10—Dec. 25; **goose, brant,** Western District, south 51st parallel, Nov. 12—Feb. 27. **Other migratory game birds,** south of 51st parallel, Oct. 15—Jan. 30. **Northern District** includes Atlin Electoral District, and north of main line of Grand Trunk Pacific Railway and east Summit Cascades. **Eastern District,** east summit Cascades and south Grand Trunk Pacific Railway. **Western District,** west summit Cascades and south Atlin Electoral District.

New Brunswick.—Deer, on Grand Manan, Campobello, and Deer Islands, no open season.

Northwest Territories.—Additional season on **Caribou** and **sheep,** Aug. 1—Oct. 1. Also Dec. 1—April 1. **Female, Caribou mountain sheep** or **mountain goat** with young at foot, and their young at foot, no open season. Governor General in Council, may by regulation, alter seasons.

Nova Scotia.—Big game, on Cape Breton Island, no open season. **Caribou** (male), in Inverness and Victoria Counties only. **Rabbit,** on Cape Breton Island, Dec. 1—Feb. 28.

Ontario.—Moose, reindeer, caribou (males), **deer,** north of French and Mattawa Rivers, Oct. 25—Nov. 30; south, Nov. 5—Nov. 20. **Hares, also** Dec. 23—Jan. 2.

Quebec—Bull Moose, in Pontiac and Temiskaming, Sept. 10—Dec. 31.

Saskatchewan.—Deer, moose (males only), **caribou,** north of Township 34, Nov. 15—Dec. 14; south of Township 35, no open season.

Newfoundland.—Caribou, also Aug. 1—Sept. 30. **Goose,** unprotected.

One of the best ways to secure the interest of hunters during the early Fall season is to use such window displays as the one shown herewith. Hunting supplies always lend themselves to very realistic treatment in display and they make the most effective arrangements. In this one, arranged by a hardware merchant, the head of "big game" is seen protruding through the pine branches. On the right is a model hut constructed of logs and many of the hunter's accoutrements are seen in their usual positions. In the foreground are displayed rifles and ammunition. Belts for the latter are also shown along with other equipment necessary to the successful hunting expedition.

Preparing for the Hunting Season

Hardware Merchants Can Stimulate Interest in Fall Hunting—Hardware Has Many Lines Required by Hunters Before They Make Annual Visit to Backwoods Haunts—Giving Information About Equipment, Game Seasons, Etc.

THE training which many of Canada's young men had during the war, in the use of rifles and other weapons, has had the effect of stimulating interest in hunting during the Fall months of years since the Armistice. This and other factors combine to make the predictions that the approaching Fall should be productive of much business for the hardware merchant in the sale of rifles and ammunition. Fortunately the restraining regulations imposed some time ago by the Government on the sale of weapons, have been much relaxed in the case of British subjects and this line of sport will therefore suffer no handicap in this regard during the present season.

Getting An Early Start

Already plans are being made by hunting enthusiasts for a trip to the backwoods haunts in the various parts of Canada in which splendid hunting facilities abound. By making definite efforts to secure the interest and attention of these sporting men, the local hardware merchant may greatly stimulate business in this department of his trade. The hunting party requires a great number of articles commonly found in the hardware store such as weapons of various kinds and ammunition, knives, camping kits, tents, canoes, fishing accessories, etc., and very often it is only the suggestion that is needed to interest a number of local sporting men in such an adventure. Very often it is only necessary for someone in the community to take the lead in order to interest many men in the arranging of a hunting expedition, and who is better fitted than the local hardware men to take this lead?

Must Have Detailed Information

In order to successfully initiate such a movement however, the hardware merchant must be in position to give much of the information which will be required. This information will take the form of pointers as to the requirements for the hunting trip in order to insure comfort for the sportsmen and also pointers as to the weapons and am-

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HARDWARE MERCHANTS TO ISSUE LICENSES

In Manitoba the Government has extended to hardware merchants the authority for issuing hunting licenses. This action was taken to facilitate the securing of licenses by hunters, who are now enabled to secure licenses as well as equipmnet for the hunting trip at the hardware store.

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"How's Business?"

THE question, "How's Business?" is being asked hundreds of times daily. Interviews by HARDWARE AND METAL representatives with prominent retailers, wholesalers and manufacturers across Canada, indicate that so far as the hardware business is concerned there has been a decided improvement since August 1. The hardware business is on the up-grade. It is true that buying is being carried on cautiously, and that stocks are still very light. Reductions, in prices, guarantees against further declines on many lines before next spring, have stimulated buying to a very great extent. A great many retailers have also come to a full realization of the fact, that through starving their stock they have on many lines lost a great deal more business and profit, than they could possibly make in waiting for reduced prices. Losses sustained by wholesalers and retailers through lost sales on account of "stock starving," have reached phenomenal figures. The trade has at last realized that it pays to carry a fair stock and that aggressive selling methods are the order of the day.

A manufacturer is quoted as having said recently, "If in prosperous times. manufacturers were to curtail their advertising and sales efforts, as many are wont to do in periods of depression, how long would prosperity continue?" In the last analysis, isn't the difference between prosperity and depression only in effort?

"When times are good, business men work hard, push their propositions, promote their ideas and hustle for more orders, no matter how easy they are to get. During depressions too many business men sit around and wait for something to happen. That is what makes the depression. Reverse the process and what was a slump would automatically become prosperity."

There is good business now for those who will go after it. 1921 business requires solicitation, and now is the time to build for 1922.

* * * * *

Price Trend Affects Business

THE vital connection that exists between the prevailing trend and the current volume of business has recently been more than clearly defined. The steady, although necessarily slow return to normal trade activity, is being developed principally among those industries which experienced more or less drastic downward revision of prices during recent months; while in lines that are not yet fully liquidated, readjustment is still necessary.

Another important factor affecting retail trade activity, is the reduced purchasing power of the consumer, and in this connection it is noticeable that in spite of prevailing unemployment and other contributory financial conditions, the public demand for goods has been generally sustained. And while the volume of public purchasing may have experienced restrictions, the important fact to remember lies in the degree of trade activity and market demand that exists at present price levels. Therefore, it is not prejudicial to anticipate that the lowering of quotations that should result from the replacement of high-priced stocks—and these are now being rapidly depleted—by goods produced at easier cost levels, should not only stimulate the public desire to buy, but result in reviving increased production and distribution all through the trade.

* * * * *

Unwarranted Stigma on Retailers

THERE is much talk these days of the trend of prices and in some quarters it has frequently been suggested that the retailer is not playing his part in connection with the deflation process. There may truly be odd cases where retailers are able to maintain prices in the face of declines noted in manufacturers' and wholesalers' quotations, but competition for business to-day is keener than for some years past and it is doubtful if many retailers can afford to follow such a policy for very long. Articles appearing in Hardware and Metal from time to time have shown definite instances of where valuable customers have left hardware firms which follow the policy of maintaining prices for a certain period after declines have been made, and gone to other firms which give the customer the advantage of such declines.

Those critics who hold that retail prices should decline in proportion to wholesale prices and who state that retailers by not so doing are hindering liquidation and increasing the problems of business, overlook a very important factor. The assumption that retail prices should decline in an exact ratio with wholesale prices, under present conditions of labor, transportation and general overhead, is erroneous and leads to conclusions which are unfair to merchants. The truth of the matter is that as commodities progress from raw materials to the ultimate finished product, placed in the hands of the consumer, through the various stages of manufacture and distribution, the percentage of labor and service charge becomes proportionately greater.

It is no reflection on the manufacturer that he has not been able to lower his selling price proportionately with his buying price. His overhead prevents it. The same is true of the retailer, and it is much to be regretted in connection with this subject, that many false impressions are being conveyed to a critical public by men who are looked upon as business authorities.

* * * * *

FARMERS of a number of Ontario townships into which electric power is now being introduced for the first time, are said to be pricing electric ranges, vacuum cleaners, washing machines and other such appliances. Farmers owe these benefits to their wives and daughters and with a little coaching they will readily see that such electrical appliances will be of equal help in the house as the modern implements are in the fields.

* * * * *

ANNOUNCEMENT has been made by the Manitoba Minister of Agriculture that game licenses will be issued through hardware and ammunition stores throughout the province, to facilitate the efforts of hunters in securing licenses by enabling them to procure licenses along with other necessary hunting equipment at the same store. This is a plan which might well be followed by other provinces and it gives definite recognition of the importance of hardware stores in the outfitting of Fall hunting parties.

Events in the Trade

NEW FIRMS.

The Smyth Hardware store is a new entrant in the field in Halifax, N. S., having located on Gottingen Street. Mr. Smyth was previously a traveller for a local company.

GLASS FACTORY AT OSHAWA.

It is reported that the Feldspar Glass Co., Ltd., are arranging for the erection of a factory at Oshawa, Ont., to manufacture glass and glass products. A site of several acres has been secured, and it is understood that preliminary construction will be shortly commenced. The new plant is expected to be in operation within a few months.

FALL FAIR BRINGS GOOD BUSINESS TO LONDON

London, Ont.—Local hardware merchants report a splendid volume of fall business. Buying has been continuous, and while people generally are not buying extensively, they are buying for most of their requirements. This is especially so in the case of the farmers, many of whom are undertaking fall repairs to homes and buildings and making other improvements in their property.

During fair week there was a record attendance, and ideal weather brought in motor parties for 100 miles. Many of these people stayed for several days and made a number of purchases.

A noticeable feature in connection with most of the window displays of local hardware stores during fair week was the appeal made to farmers' wives. Such lines as cut glass, cutlery, silverware, kitchen utensils, electrical goods, washing machines, cleaning materials and aluminum ware, were prominently displayed and merchants report that good business resulted. The Cowan Hardware Co. had in a fine window of tools, the various articles being priced plainly. In an adjoining window was a display of table lamps, cutlery and glass and silverware.

J. A. Brownlee featured enamelware in one window and in another displayed paints.

J. G. Steele had a mixed window containing various household articles of special interest to women.

The Purdom Hardware Co. featured household articles in both windows.

PERSONALS

F. A. Shackell, formerly with Geo. F. Foss Machinery and Supply Co., Ltd., will represent The Glidden Co. in the industrial field for the Province of Quebec.

* * *

Major J. W. Barre is now representing Canadian Explosives in the City of Montreal. Before leaving Caverhill, Learmont and Co. he was presented with a handsome travelling bag by members of the staff.

* * *

C. R. Standley, Pres. Standley Skid Chain Co-Boone, Iowa has spent the past week visiting Campbell Agencies and has succeeded in completing arrangements to have The Standley Luggage Carrier made in Toronto. It is expected that the Factory will commence production inside thirty days.

* * *

OBITUARY.

London, Ont.—Following a long illness the death recenty occurred at London of Mrs. Effie J. Dochstader, wife of Thomas G. Dochstader of the D. H. Howden Hardware Co.

GROWTH OF AUTO INDUSTRY IN CANADA

Ottawa, Ont.,—Speaking at a directors' luncheon at the Central Canada Exhibition in Ottawa, Ex-mayor Joseph Duffus of Peterboro, who is also president of the Automotive Section of the Retail Merchants' Association of Canada, quoted some amazing figures concerning the growth of the automobile industry in this country and in the United States.

He said the total value of all automobile products in Canada in 1920, was $101,196,706. The total investment in automobile plants now stood at $34,949,-739; in automotive supply plants at $8,-364,991; in automotive repair plants, at $13,628,288, making a total investment of $56,943,018.

The total number of people employed in these plants at the beginning of June, 1921, was 12,139, representing a total annual pay roll of $15,389,724. This was made up as follows: automobile plants, 6,776 employes with pay roll of $9,712,788; automotive supply plants, 1,744 employes with pay roll of $1,948,-000; automotive repair plants, 3,629 employes, with pay roll of $3,728,000.

"Ten years ago," said Mr. Duffus, "there were only 21,680 automobiles in Ontario, whereas today there are 451,-000."

BRITISH STEEL MAGNATES ALSO VISIT CANADA.

With the objective of investigating the Canadian steel situation and promoting methods by which the steel trade between Canada and Great Britain may be stimulated, a party of steel manufacturers from Sheffield, England, have recently been visiting Ottawa and Montreal. The British trade representatives also visited Washington, where they lodged a protest against some of the regulations affecting high-speed steel contained in the American Fordney tariff. Members of the group included: Arthur Balfour, of Arthur Balfour and Co., Ltd., Sheffield; J. C. Ward, of Edgar Allen and Co., Ltd., Sheffield; P. MacGregor, of Sanderson Bros. and Newbould, Ltd., Sheffield, and Sydney Jessop Robinson, of W. Jessop and Sons, Ltd., Sheffield.

CANADIAN SAMPLE TRAIN TO VISIT FRANCE.

It has been announced by the Trade and Commerce department that preliminary steps are being undertaken to suitably arrange for the visit of a Canadian trade sample train to France next year. In this connection the Government of France has offered the following practical assistance:

1—Free transportation of the sample goods, both ways across the ocean.

2—Free warehousing of the Canadian sample goods in the docks of the French port selected.

3—Gratuitous use of the railways and other equipment required for a complete exhibition train, and its circulation throughout the principal cities of France.

4—Use of the best theatres in practically every city visited by the Canadian train, with the net proceeds of the entrance receipts for theatrical displays of films and other devices demonstrating the natural resources, industrial development and natural beauties of Canada.

5—Free use for a period of six months of the most suitable building in the City of Paris, presumably the Petit Palais, on the Champs Elysees, for a fixed exhibition of the Canadian sample goods.

The privileges granted by the French Government are an exact replica of those which Canada granted to the French exhibition train, but it must not be overlooked that in such an exchange of facilities Canada will be more largely benefited.

News of Western Canada

WESTERN CANADA NOTES

The hardware store of Connell and Grigg, Edmonton, Alta., was badly damaged by fire. The lower floor of the store did not suffer as much as the upper storey but the stock was badly damaged throughout. The firm is opening new quarters on Jasper Avenue as soon as possible.

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The Northern Hardware Company of Edmonton is now settled in its new store on 101st Street and has what is said to be one of the best sites in the city. The motto which the firm has adopted is "The Best in Hardware at Lowest Prices plus Good Service."

Mr. M. McLachlan has joined the staff of the Whyte and Orr hardware store at Hardisty, Alberta.

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The Watt Hardware Company, Innisfail, Alberta, is putting on an extensive removal sale. They are moving into larger premises in Innisfail about October first.

* * * *

Romeo Rivest has been added to the staff of Rossell's hardware at Stony Plain, Alberta.

* * * *

James Bracegirdle, who is employed by W. E. Washburn, hardware merchant at Wainright, Alberta, was accidentally shot through the right lung. Mr. Bracegirdle and several others were shooting gophers near town when the rifle in the hands of one of the party discharged causing the bullet to enter his chest. He was sent to Edmonton for treatment and is progressing nicely.

FIRE DAMAGE

An outbreak of fire on the morning of September 14, in the basement of the Manitoba Hardware Co.'s store at Reston, Manitoba, resulted in damage to an estimated extent of $60,000. This total included other business enterprises occupying the same building.

The fire is reported to have originated in the basement, and with the ignition of the gasoline tank, the building was quickly eveloped in flames. John Harvey, manager, sustained slight burns in his efforts to mitigate the damage, but within an hour the building was a total loss. It is understood that the hardware store was fully covered by insurance.

PREPARING FOR THE HUNTING SEASON

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munition required to deal with the various types of game. Many hardware merchants will have such knowledge from personal experiences, and in other cases it should be possible to secure many helpful details from conversation with someone who has had such experiences.

Open Season Regulations

Another point on which much information will be asked is in regard to the game regulations prevailing in various parts of the country. In order to facilitate the efforts of the hardware merchants in this direction HARDWARE AND METAL has secured a table which puts forth this information as it affects the various provinces, in a concise manner handy for reference. It is suggested that the opposite page be removed and affixed to a sheet of cardboard or other similar material with stiff backing, and kept in a handy place for the reference of the merchant and customers. Possibly the information contained therein might be used by some merchants in connection with their local advertisements or suggestions conveyed personally over the counter. For instance an advertisement might be prepared for insertion a week or two prior to the opening of the season for certain game with the suggestion that other details as to the open seasons can be secured at the store. Do not overlook enumerating a list of the hunter's requirements pointing out that these too can be secured at the hardware store.

The hunter, whether he is a veteran or a beginner, is always anxious to discuss hunting matters with others interested in the subject and if he knows that the hardware merchant can give him some valuable pointers on the subject he will not hesitate to transfer his trade to the more congenial surroundings which he will find where his interests are in common with others.

SECURING "LIVE" STOVE PROSPECTS

Continued from page 37

to thoroughly know just what they will do. The salesman who knows this can talk convincingly to prospects about various points and meet their arguments and overcome objections in a way that the man who only partially knows about stoves cannot. One big thing to keep in mind he says is to never knock another make of stove. Frequently customers ask what he thinks of this or that make of stove. He invariably tells them it is a good stove and proceeds to show where the one he is handling excels it. Several times people have told him after he has closed a sale that one of the things they liked about his method of selling was that he did not run down a competitor.

List of Fall Fair dates throughout Canada and other exhibit suggestions appeared in August 20 issue of Hardware and Metal.

Publishing Under Strike Conditions

Since the issue of June 4, Hardware and Metal has been published under strike conditions. The printers and allied trades demanded a decrease of 4 hours working time per week and an increase of 15 per cent. in wages. Such demands are obviously ridiculous under present circumstances, and upon the publishers failing to comply with such requirements the printers were ordered by the headquarters of the International Typographical Union in Indianapolis, Indiana, U.S.A., to go on strike, and so the strike is on.

Under such circumstances Hardware and Metal is doing its utmost to provide its readers with as complete a service as possible. The regular features including news, trade suggestions, market reports, etc., are being continued as usual.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICE readjustment in the hardware field continues to attract noticeable attention. Many revisions to a lower level are again evident, these changes covering such lines as corrugated sheets; steel and wool block pulleys; the Victor line of hack saw blades; cement, in bags; ship augers; Trimo wrenches; wrought-brass butts; harness and leather goods; hammers of various make; rubber lawn hose; the Puritan line of oil stoves, cabinets, ovens and wicks; wooden clothes pins; felt weather strip, and rope halters.

Slight price advances are noted on coal oils; and also on jersey cotton and canvass gloves, these goods falling into line with recent higher prices on other manufactured cotton products. A firm undertone continues in the cotton waste markets also, but no adjustment in quotations has yet been made. The size and attractiveness of the prospective order evidently governs the current prices on boiler tubes. Scrap brass has sagged another 25 cents, and the sluggish condition in the waste material markets still continues. General depression governs the ingot metals, but a more optimistic view point is developing in production circles that these have now reached the bottom of stagnation.

Trade activity has commenced to revive with the increasing demand that has recently appeared in many lines. Many reports indicate a marked improvement over the dull summer months, and the Fall period is being looked upon as an opportunity for trade expansion and business development.

MONTREAL MARKETS

MONTREAL, Sept. 21—Revision of prices in the hardware markets are, with the exception of seine twine, all to lower levels. Seine twine, in line with other cotton goods, shows an advance in price. Featuring the market are the new lower prices on wire nails and corrugated sheets. The new base price of wire nails is $4.00, while the new lower list is now announced on all gauges of corrugated sheets. Another important reduction is on lawn mowers, new lower list prices being announced on practically all kinds

Pulley blocks, both steel and wood, ship augers, Trimo wrenches and Victor hack saw blades all have reduced prices. Cement quotations are slightly reduced in less than car load lots, car lots remaining unchanged. Iron and steel prices are this week given with a range as in some quarters slightly lower quotations are announced. Business in hardware jobbing circles continues fairly active, Fall goods now being shipped, while the bookings for the later months of Winter are also fair.

NEW LOWER LIST PRICES ON LAWN MOWERS.

Montreal.

List prices on lawn mowers of Taylor-Forbes make have again been revised to lower levels with the exception of the "Daisy" mower. This makes the second revision in recent weeks. Discount remains unchanged at 20 per cent. off list prices. Following are list prices and discounts:

LAWN MOWERS—	
Daisy—	
12 inch	$8 65
14 inch	9 00
16 inch	9 20
Star—	
12 inch	9 70
14 inch	10 40
16 inch	11 10
Woodyatt—	
12 inch	11 25
14 inch	12 00
16 inch	12 75
18 inch	13 50
20 inch	14 25
Empress B. B.—	
12 inch	14 00
14 inch	14 70
16 inch	15 50
18 inch	16 20
20 inch	16 90
Dominion lawn trimmer	$9 00

Less 20 per cent.

WIRE NAILS $4.00 BASE.

Montreal.

A further reduction is announced this week in the price of wire nails and the base price is now revised to $4.00. Cut nails remain unchanged at $4.85 The movement of nails has been of a steady nature during the summer months and showing a slight improvement in the past two weeks.

BRASS AND COPPER HOLD AT RECENT DECLINE

Montreal

There is no further announcement of a change in prices of copper or brass sheets, rods or tubing since the decline in prices two weeks ago. Metals in the primary markets fail to show any improvement, and if this continues, further recessions in these finished products would not be surprising. Following are present prices:

BRASS—	Base.
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier lb.	0 30
Plain tinned, 16 oz. and heavier, lb	0 37
Polished and tinned, 16 oz. and heavier, lb.	0 42
Tubing, lb.	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

BOILER TUBE PRICES UNCHANGED

Montreal.

With prices on the various sizes of both seamless and lapweld boiler tubes holding unchanged, there seems to be an improvement in the market through inquiries continuing to come to hand. While these have not as yet developed to any extent into actual sales, they enable dealers to believe that a fair amount of business will be done during the following fall months, at least an improvement over the quiet summer months. Unchanged prices are as follows:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	25 00	....
1¼ inch	26 00	....
1½ inch	25 00	....
1¾ inch	28 25	27 00
2 inch	27 80	23 00
2¼ inch	31 35	26 00
2* inch	39 65	28 00
3 inch	46 80	33 00
3½ inch	60 35	41 00
4 inch	81 00	51 75

STEEL AND WOOD BLOCKS ARE REDUCED

Montreal

A reduction of approximately 10 per cent. is recorded in the prices on all

sizes of steel, common wood with japanned sheale and the patent roller galvanized sheale block pulleys.

CORRUGATED SHEETS AT LOWER PRICES

Montreal.

The new lower prices, stated in recent issues of Hardware and Metal, as quite probable, are now announced on corrugated sheets. The reduction is between 10 and 12½ per cent. on the different gauges. Plain galvanized sheets have for some time past been selling on an easy market with reductions from time to time quoted, and corrugated sheets have not recorded the same amount of price decline thus lower prices are announced in keeping with present levels of the plain sheets. It is doubtful whether the new prices will act as a stimulus to trade, but it is believed they will have a settling effect on the market as these sheets have been very unsettled in the past weeks. Following are the revised list prices and discount:

Corugated.—	
No. 28 gauge	7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

VICTOR HACK SAW BLADES AT LOWER PRICES

Montreal.

Victor hack saw blades will now sell for less, a reduction of between 10 and 12½ per cent. having been made on all lengths.

FAIR DEMAND FOR SHEETS; NO PRICE CHANGES

Montreal.

Sheet prices are unchanged, the many lines holding at the recent reductions. Black and galvanized sheets still show the range in quotations, covering the variation among the different jobbing houses, and while slight reductions are announced in some quarters they are covered by the following prices:

Tin plates, Canada plates and Terne plates are moving quite satisfactory at present, the fall requirements in stove and furnace work requiring supplies. Following are the prevailing prices:

BLACK SHEETS—	
10 gauge	4 40 to 4 65
12 gauge	4 50 4 75
14 gauge	4 60 4 85
16 gauge	4 70 4 95
18-20 gauge	4 95 5 20
22-24 gauge	5 10 5 35
26 gauge	5 15 5 40
28 gauge	5 25 5 50

Sheets 36 in. wide, 20c per 100 lbs. extra.

GALVANIZED SHEETS—	
U.S. Standard.	
10¾ oz.	7 25 7 75
28 gauge	6 85 7 35
26 gauge	6 45 7 00
22-24 gauge	6 25 6 75
20 gauge	6 10 6 60
18 gauge	6 00 6 50
16 gauge	6 00 6 50
14 gauge	6 00 6 50
12 gauge	6 00 6 50
10 gauge	6 00 6 50

	Queen's Head.	Fleur-de-lis
English Standard—		
28 gauge	8 50	7 75
26 gauge	8 25	7 50
24 gauge	7 65	7 10
22 gauge	7 80	6 65
18-20 gauge	6 60	6 50

NOTE—These prices are for full bundles; an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50c per 100 lbs. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz., 25c per 100 lbs.

BRIGHT TIN PLATES—	
20 x 28 x 100 lbs. basis	17 50
20 x 28 IC., 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX, 50s	11 25
20 x 28 IXXX, 56s	12 00
TERNE PLATES—	
20 x 28 IC, 112s	17 50
CANADA PLATES—	
Dull.	
18 x 24 x 52s	5 80
18 x 24 x 60s	6 00
18 x 24 x 75s	6 30
WELSH CANADA PLATES—	
Polished.	
18 x 24 x 52s	8 25
18 x 24 x 60s	8 50

IRON AND STEEL NOW QUOTED WITH A RANGE

Montreal.

Iron and steel prices are generally reduced in some quarters, while other jobbing houses are maintaining the former higher quotations. The reduction is, however, slight in all cases and principally due to dealers being anxious to further reduce stocks in preparation to any further development at the mills, although in this connection there is said to be little expected until productive costs are lowered.

Higher grades of steel, such as mining tooth and black diamond tools steel are generally reduced one cent per pound and are now quoted at 22 cents. Business is only fair, with orders being of a small character, but with little construction work now under way, little improvement can hardly be expected. Following are the prices with the range:

Common bar iron, 100 lbs.	3 00	3 25
Refined iron	4 00	4 90
Iron finished machinery steel		3 45
Mild steel	3 00	3 40
Band steel	3 00	3 40
Single reeled machinery steel	5 00	5 25
Spring steel	5 50	6 00
Sleighshoe steel	3 00	3 40
Tire steel	3 00	3 60
Toe calk steel	4 00	4 30
Harrow tooth steel		3 55
Mining tool steel, per lb.		0 22
Black Diamond tool and cast steel		0 22

NOTE—Refined iron is approximately $1.50 per 100 lbs. over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

HIGHER PRICES ON SEINE TWINE

Montreal.

Following the advance in prices of other cotton goods, seine twine is quoted at higher prices this week. With these new prices now given, it is stated that a further advance would not be surprising in the next week or so as the cotton market has apparently not yet settled on a steady basis. Following are the revised quotations:

SEINE TWINE—	Per lb.
No. 9	0 66
No. 12	0 62
No. 15 to 96	0 58

CEMENT REDUCED IN SMALLER QUANTITIES

Montreal.

Quotations on cement, in less than car lots, show a slight reduction and $1.09 per bag f.o.b. yard is now quoted, the former price being $1.12. Car load lots remain unchanged. The feeling existant among the trade that lower cement prices should be given as a stimulus to building operations is slowly becoming realized, the reduction being of a minor nature up to the present. There is a steady volume of business recorded, building requiring a fair amount at this time. Following are the revised quotations:

CEMENT—	
Car load lots—400 to 1000 bag cars.	
Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Rebate 20 cents for empty sacks.

SHIP AUGERS PLUS 17½ PER CENT

Montreal.

Ship augers will now cost less. They are now quoted at plus 17½ per cent., formerly being plus 25 per cent.

NO CHANGE IN RANGE BOILERS.

No change is recorded either in price or market conditions on range boilers. Quotations are held at prices announced some weeks ago by manufacturers with the exception of the 30 gallon boiler which has been reduced generally to $7.50. Following and present selling prices:

RANGE BOILERS—	Standard.	Ex. heavy.
30 gallon	7 50	11 25
35 gallon	11 25	....
40 gallon	13 50	16 00
52 gallon	20 00	....
66 gallon	28 00	....
82 gallon	35 00	....
100 gallon	45 00	....
120 gallon	54 00	....

TRIMO WRENCHES 42½ PER CENT OFF.

Montreal

The discount on Trimo pipe wrenches has been revised to 42½ per cent. off list prices. Formerly they were quoted less 40 per cent.

FITTINGS HELD AT RECENT ADVANCES

Montreal

Discounts on the various lines of pipe fittings are holding unchanged since the advance in malleable fittings two weeks ago. Sales are still of a small and sorting character but very numerous. Following are the prevailing discounts:

FITTINGS—	
Cast iron fittings	20 per cent.
Bushings, cast	30 per cent.
Do., malleable	25 per cent.
Flanges	27 per cent.
Plugs	25 per cent.
Flange unions	20 per cent.
Malleable unions	40 per cent.
Dart unions, black	29 per cent.
Do., galvanized	8 per cent.
Nipples, ⅛ to 4 in close and short	45 per cent.
Do., long	55 per cent.
Do., 4½ to 8" close and short	35 per cent.
Do., long	45 per cent.
Couplings, 4" and under	25 per cent.
Do., 4" inch and longer	5 per cent.

POUND GOODS—	Black.	Galv.
Class A.	0 58	0 78
Class B	0 24	0 34
Class C	0 16	0 24

BRASS BUTTS ARE REDUCED IN P[illegible]

Montreal.

Wrought brass butts are now quoted lower in price. New quotations are list plus 10 per cent., formerly being list plus 20 per cent.

STEADY SALES OF LEAD GOODS

Montreal.

All lines of lead and zinc products are unchanged in price with a steady volume of business reported by dealers. With the improvement noted in metals on the primary markets a few weeks ago, the undertone of the finished products was also more promising but with these metals again falling to easier prices lead goods are not in as healthy a state. Following are present prices:

LEAD PIPE—

Lead pipe	0 12½
Lead waste	0 13½

Note.—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10 per cent. off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Do., 3 to 3½ lbs., sq. ft., lb.	0 10¼
Do., 4 to 8 lbs.	0 09½

Cut sheets ¼c lb extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc, sheets, casks	0 11½
Do., broken lots	0 12

INGOT METALS DO NOT HOLD GAINS.

Montreal.

With the exception of spelter, the ingot metals have again settled in a more or less easy state with a slack demand in most cases. Spelter has regained the decline earlier in the week and promises a fairly steady market. While the recent interest shown was only temporary, it may be that the present slackness is not for long standing, and an improvement would not be surprising in some metals.

TIN—Last week's easier tone on tin continued practically all this week. Tin plate manufacturers have eased off in their buying, which caused the flurry of two weeks ago, and at present the market is dull at 34 cents.

COPPER—The copper market is in a rather uncertain state, both buyers and sellers evidently fearing a change and holding off. There is really nothing new to report in the market and prices locally are unchanged at 17½ cents for electro, and 17 cents for casting.

LEAD—The business offering in lead seems to have fallen off to an extent recently, but certain markets are expected to open in the near future that will bring about a decided improvement. Local quotation is unchanged at 6½ cents.

SPELTER—Spelter had a further slight decline early in the week but prices have since stiffened, and this metal looks much better. There is a demand from the galvanized sheet and tube trade and if this continues, higher prices may be looked for. Quotations locally are holding at 7 1-2 cents.

ANTIMONY—The situation on antimony is very little changed. The demand is quiet with price holding unchanged at 7½ cents for Chinese, 8½ cents for high grade English.

ALUMINUM—Quotation of 30 cents still holds on aluminum, with the market continuing dull and unchanged.

TORONTO MARKETS

TORONTO, September 22—Numerous price reductions on various hardware lines again feature the current market reports. There has been a substantial lowering in quotations on corrugated sheets in all gauges; and a new list of prices on range boilers has been announced in the hope of stabilizing this market. Revised lower quotations are given on the Puritan line of oil stoves, cabinets, ovens and wicks; while reductions have also occurred on harness and leather goods, various lines of hammers, clothes pins of wooden manufacture, rope halters, and rubber garden hose.

Price increases are slight, affecting two lines only. One of these, Jersey cotton and canvas gloves has been slighly advanced, following the general price trend of manufactured cotton goods. The other is a 1-cent per gallon increase in the quotations on coal oils.

Distributors of rope and cordage now guarantee prices against decline until April 1, 1922. The recent price lowering has stimulated Fall trade in building papers and roofings. There remains a firm undertone to the cotton waste market, but no price adjustments have been announced. The moderate broadening in steel consumption is mainly looked upon as seasonable, and prices on bar iron and steel, also sheets and plates, remain practically steady. Scrap brass prices have sagged another 25 cents, and these waste material markets continue in their sluggish condition. The general depression is still evident in ingot metals.

DISTRIBUTORS GUARANTEE ROPE PRICES UNTIL SPRING

Toronto.

Distributors of rope and cordage now announce that prices at present prevailing on these products are guaranteed against decline until April 1, 1922. This offer is to induce the placing of spring orders for rope and cordage earlier in the season. Prices on these goods remain at the quotations recently announced.

NEW LIST PRICES ON RANGE BOILERS

Toronto.

The unsettlement that has recently prevailed in the markets on range boilers, has now been minimized to some extent through the announcement of an established uniform price on these products. The revised quotations are slightly higher on the 30 and 35 gallon sizes, which are the two most popular ranges this season; while some downward revision from the previous list prices is shown on sizes 40 gallon and larger. Following are the new quotations:

RANGE BOILERS—

	Standard	Ex. Heavy
30 gallon	$ 8 75	11 25
35 gallon	11 25	13 50
40 gallon	13 50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25
144 gallon		78 00

REVISED QUOTATIONS ON PURITAN LINE OF OIL STOVES

Toronto.

A new lower range of prices has been announced by the manufacturers on the Puritan line of oil burning stoves. The revised quotations are as follows:

PURITAN OIL STOVES—

No. 22, each	$21 50
No. 23, each	26 00
No. 24, each	34 00

SUBSTANTIAL DECLINE IN QUOTATIONS ON CORRUGATED SHEETS

Toronto.

Another drastic downward revision is shown in quotations on the galvanized corrugated sheets. The fall market for these products is stated to be somewhat below the average expectations, and when compared with the prevailing prices on flat sheets, the previous list registered a fairly large spread. This has now been changed, and the new level affects all gauges. The current discount remains as heretofore. Following are the new list prices on corrugated sheets:

No. 28 gauge	$7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

LOWER PRICES ON HARNESS AND LEATHER GOODS.

Toronto.

New price lists giving lower quotations on many lines and showing substantial reductions on harness and leather goods, are now being distributed by the Hugh Carson Co., Ltd. In announcing these price changes, the manufacturers state that the new quotations have been figured on the lowest cost of leather, and are of the opinion t these new prices will be maintained some time.

This applies to such lines as harness, collars, blankets, miscellaneous hardware, sweat pads, trunks, bags and suitcases.

QUOTATIONS ON HAMMERS LOWERED FROM 5 TO 10 PER CENT

Toronto.

Reductions in the prices on various makes of hammers are announced by the manufacturers. Canada Foundries and Forgings Limited. The decline s

effective September 20, and covers a 10 per cent. reduction on Diamond G hammers, and a 5 per cent. lowering in prices on the Thousand Island line of hammers. Quotations are also reduced to the extent of 10 per cent. on sledge and striking hammers.

SUBSTANTIAL REDUCTIONS IN LAWN HOSE PRICES

Toronto.

Reductions of fairly substantial volume are now announced in prices of rubber garden hose, for spring booking. The revised quotations on corrugated, also 3 ply and 4 ply, are as follows:

GARDEN HOSE—		Per 100 ft.
Corrugated	½ inch	$16 00
do.	⅝ inch	18 00
do.	¾ inch	21 00
3-ply	½ inch	9 75
do.	⅝ inch	12 00
do.	¾ inch	13 00
4-ply	½ inch	11 00
do.	⅝ inch	13 75
do.	¾ inch	14 50

Corrugated—less 5 per cent for full reels of 500 feet.

COTTON GLOVES HIGHER.

Toronto.

A slight advance has been announced in the prices on jersey cotton and canvas gloves. This increase is attributed to the higher price of cotton on the raw material markets, and coincides with recent advanced quotations given on other lines of manufactured cotton goods.

ROPE HALTER PRICES ON LOWER LEVEL

Toronto.

A downward revision has now been made in prices on rope halters. This applies to the sisal and jute products, and the new quotations are as follows:

ROPE HALTERS—		Per gross.
Sisal	7-16 in.	$21 00
do.	9-16 in.	33 00
Jute	7-16 in.	19 00
do.	9-16 in.	28 50
No. 27, each		81 50
Discount 30 per cent.		
Cabinets—		
No. 32, each		$7 00
No. 33, each		8 50
No. 34, each		10 50
Discount 30 per cent.		
Ovens—		
No. 41, each		$6 25
Discount 30 per cent.		
Puritan Wicks—		
Per dozen		$3 40
Net—		

COAL OIL PRICES HIGHER.

Toronto.

Among the current market changes to higher levels is noticed the increase of 1 cent per gallon in the price of coal oils. This revision affects both the Royalite and Palacine grades, and the new quotations are 18½ cents and 21½ cents per gallon respectively.

CLOTHES PIN PRICES LOWER

Toronto.

Following on the recent reductions in various lines of wooden-ware manufacture, a lower quotation is now shown on clothes pins. These have been reduced in price 25c. per case in the 4-in. sizes. Following are the revised quotations:

CLOTHES PINS—	Per case.
5 gross, 4-inch, lose	2 00
4 gross, 4-inch, cartons	2 00
2 gross, spring, box	1 90

PRICE REDUCTIONS STIMULATE TRADE IN BUILDING PAPERS AND ROOFINGS

Toronto

Manufacturers and distributors of roofings, building papers and similar products state that the current demand for these lines is good. Some dealers are of the opinion that the present movement is better than was expected, and the proportion of fall building has reflected a marked improvement in activity over the previous summer months. The various reductions in prices on these commodities that have been recently announced, has also had a contributory effect towards increased business during the current season.

SOME AMERICAN MILLS REDUCE PRICES ON SHEETS

Toronto

The recent announcement by some of the smaller producing mills in the United States of higher quotations on black and galvanized shees, has naturally attracted a certain amount of interest in local trade circles. Whether this move would indicate that prices on sheets and plates have almost reached bottom, and that this increase is the commencement of the turn in the tide, is yet too early to determine. It is noticeable in this connection that a watchful waiting policy has been generally adopted by other producers.

Local quotations are generally unchanged this week, and the announcement that lower freight rates are withheld pending the final settlement of wage arbitration proceedings, has now produced the feeling that lower prices on sheets and plates cannot be expected from the source of reduced transportation charges for some few months.

BLUE ANNEALED—		
10 gauge, base	4 00	4 50
12 gauge	4 05	4 55
14 gauge	4 10	4 60
16 gauge	4 15	4 65
BLACK—		
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 10
26 gauge	4 65	5 15
28 gauge	4 75	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis.
28 gauge	9 50	8 75
26 gauge	9 25	8 50
24 gauge	8 65	8 10
22 gauge	8 30	7 65
18 and 20 gauge	7 60	7 50
Premier and Apollo.		
10¾ oz.	6 50	7 50
U. S. 28, base	6 10	7 10
U. S. 26	5 80	6 80
22 and 24	5 65	6 65
18 and 20	5 50	6 50
16	5 35	6 35
12 and 14	5 20	6 20

An extra 40c per 100 lbs. is charged for Keystone brand copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is from 20c to 30c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

PLATES, CANADA—	Per box
Dull, 60 sheets	$ 5 95
Ordinary, 52 sheets	5 90
PLATES, COKE TIN—	
1X, 20 x 28, 112 sheets	20 50
1X, 20 x 28, 56 sheets	12 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

FIRM UNDERTONE IN COTTON WASTES

Toronto.

While cotton waste markets have recently registered a gain in strength owing to the sudden rise in raw cotton prices, fluctations on the cotton markets have kept the price situation on cotton wastes a little uncertain. Local dealers, in some cases, are looking for an advance in waste prices, but the increase is not yet applied owing to the stocks on hand. It is noticeable that large manufacturers are not purchasing heavily at the present level of raw cotton, and that stocks of cotton goods have only reflected this inflation in cost of raw materials to a moderate extent. On the basis of higher prices for raw cotton, some revision in quotations on wastes are not considered unlikely, but local prices are at present unchanged, pending the activity of primary markets.

LEAD MARKETS REGISTER GAIN IN STRENGTH

Toronto.

While local quotations on lead and zinc goods remain unaltered, at present, it is noticeable that lead is now one of the strongest metals on the primary market centres. The trend of metals chiefly used in the production of solder is also being carefully watched, and upon future gain or loss in this direction rests the possibility of readjustments in solder prices. The prevailing quotations follow:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 29
Do., strictly, lb.	0 22
Do., commercial, lb.	0 20
Do., guaranteed, lb.	0 24
Do., wiping, lb.	0 20
Zinc sheets, per lb.	0 13

MODERATE EXPANSION IN STEEL CONSUMPTION

Toronto.

Current reports on bar iron and steel indicate a little better activity, but this improvement is stated as only to be expected at this season of the year. There are dealers who look upon the present volume of inquiries and the resultant slightly higher percentage of orders, as the usual flurry before trade opportunities in this industry are again practically closed by winter's annual dullness.

Signs of a moderate broadening in iron and steel consumption is also reported from southern primary markets. Producers have experienced an improvement in demand, and mills have consequently increased their output. Prices are practically unchanged, however, and this condition is reflected locally, the following table containing a clear indication of the average market quotations on bar iron and steel:

IRON & STEEL—		
Mild Steel bars, base	3 25	3 50
Mild steel bands, 3-16 in. base	3 75	4 00
Bar iron, base	3 25	3 50
Angle iron, base	3 35	3 60
Horseshoe iron	....	4 10
Tire steel	4 70	5 95
Spring steel	9 50	.11 50
Crucible cast sheet steel	30 00	.35 00
Mining drill steel	20 00	23 00
Cast tool steel, medium	....	13 50
Cast tool steel, high grade	30 00	36 00
Sleigh shoe steel	4 10	4 50
Norway iron	....	15 00
Toe caulk iron	5 40	6 40
Hoop steel	4 50	4 75

SIZE OF ORDER GOVERNS BOILER TUBE PRICES

Toronto

A slight seasonable increase in business is reported by dealers in boiler tubes, this applying particularly to the smaller sizes. The uncertainty as to local market prices still continues, however, the quotation being made to fit the prospective order, wherever possible. Price shading in order to secure business, has been one of the features of the markets in steel products for the past few months. The following is a conservative list of prices quoted by various distributors of boiler tubes:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	50 25

SCRAP BRASS PRICES SAG ANOTHER 25 CENTS

Toronto.

While the waste markets generally continue in their sluggish condition, hopes for some little improvement are now entertained. A few inquiries are reported to have filtered through, and as a consequence, a little more business has been consumated. In spite of this however, there is no real demand, the current purchases consisting of small lots for immediate needs only. The only change in price this week is another drop of 25 cents in yellow brass.

The following is the average of dealers buying prices for fairly large quantities.

WASTE MATERIALS—		
No. 2 busheling	.....	11 00
Heavy melting steel, gross ton	9 50	10 00
R. Rd. wrought iron, No. 1, gr. ton	10 25	11 25
Scrap pipe, gr. ton	6 00	7 00
Stove plate, net ton	11 00	12 00
No. 1 machinery cast, net ton	15 00	16 00
Heavy lead	3 75	4 00
Tea lead	2 00	2.50
Red brass	....	9 00
Yellow brass	5 00	6 00
Light brass	3 00	3 50
Heavy copper	9 25	10 00
Scrap zinc	3 00	3 50
Old rubbers, boots and shoes	2 00	2 50
Lumberman's rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

REPORT METALS TURN CORNER OF TRADE DEPRESSION

Toronto.

There is still general depression evident in the metal markets. While slight variations in the different metal quotations have taken place from time to time, there still remains almost limitless room for improvement in the direction of stability and strengthened tone to these markets. The general lack of demand and the consequently existing conditions in the trade, has forced many producers to discontinue operations, but in spite of this fact, present stocks are said to be well able to care for prevailing consumption which has shown little or no signs of increasing.

However, a more optimistic viewpoint is now developing in southern production circles that metals generally have turned the corner of trade depression. Whether this feeling is premature, or not, the general consensus of opinion seems to be that if such a situation does not develop in the near future, the foundations of the industry may be threatened through a continuation of conditions which have prevailed during the past few months.

LONDON MARKETS

LONDON, September 22.—New prices went into effect during the past week on a number of hardware lines. The wire nail base price is now down to $4.15, and sash weight quotations have also been revised to a lower basis. Felt weather strip will cost less this season as a result of recent reductions. A new lower list of lawn mowers has been issued for the 1922 season, and reduced prices on rubber garden hose are also given for early spring booking. The discount on compression bibbs has been revised and is now quoted at 43 per cent. off. Horse shoe prices are lower by 50 cents per keg, and easier quotations also appear on Kiddie Kars.

The paint markets attract attention, price revisions being announced on both white lead in oil, and putty. Turpentine is shown with another 5 cent advance in price. Other increases are noted in certain manufactured cotton goods, such as sash cord, which is 5 cents per lb. higher, and wrapping twines.

Collections continue good, and recent reports show a satisfactory volume of business in seasonable lines. Stoves and ranges are beginning to register a fair movement.

TURPENTINE PRICE AGAIN HIGHER

London, Ont.

Revised quotations on turpentine are now in effect, this change bringing local prices 5 cents per gallon higher than the increased level of last week. The prevailing price is now as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	1 10
2 to 4 barrel lots	1 09
5 gallon lots	1 25

REVISED QUOTATIONS ON WHITE LEAD IN OIL

London, Ont.

Prices on white lead in oil are also revised again this week, and the new quotations are as follows:

	Tons	Less Tons
	Per 100 lbs.	
Pure	13.30	13.65
Elephant	13.80	14.15

PUTTY QUOTATIONS REDUCED

London, Ont.

Revised lower prices are announced on putty. The new quotations show a reduction of approximately 18 per cent. on the previous level. Following are new local prices on both standard and pure putty:

PUTTY—	Per 100 lbs.
Standard, 100 lb. drums	20
Do., 25-lb. drums	6 45
Pure, 100-lb. drums	7 70
Do., 25-lb. drums	7 95

HORSE SHOE PRICES LOWER

London, Ont.

Horse shoes are now 50 cents per keg lower in price. The revised quotations follow:

	Keg.
Iron, No. 2 and larger	$7.75
Iron, No. 1 and smaller	8.00
Steel, No. 2 and larger	8.20
Steel, No. 1 and smaller	8.45

IMPROVEMENT NOTED IN WINDOW GLASS SALES

London, Ont.

There has been a recent slight improvement noted in window glass sales, and the commencement of the fall activity is at hand. Following are current quotations:

Single Diamond, 50 per cent. off list.
Double Diamond, 50 per cent. off list.
Cut lights, 70 per cent. off list.

NET PRICES ON STANLEY TOOLS.

London, Ont.

Following are net prices on some of the Stanley make of carpenters tools, on which lower prices were recently quoted.

STANLEY TOOLS—

Planes—No. 3

Planes.

No. 3, $3.40 each; 4, $3.70; 4½, $4.30; 5, $4.30; 6, $5.40; 7, $6.30; 8, $7.45; 9, $9.20; 9½, $1.95; 9¾, $2.25; 16, $2.30; 17, $2.65; 18, $2.50; 19, $2.60; 26, $2.80; 27, $3.10; 28, $3.55; 35, $3.20; 36, $3.60; 101, 38c; 102, 37c; 103, $1; 110, $1; 120, $1.40; 130, $1.45; 220, $1.45.

TRY SQUARES—No. 20 x 4½ in, $5.40 doz.; 6 in., $7.20; 7½ in., $7.85; 8 in., $8.10; 9 in., $10.05; 10 in., $10.90; 12 in., $13.40. No. 12 x 6 in., $7.85; 8 in., $8.80 doz.; 10 in., $11.55 doz.; 12 in., $13.65 doz.

SLIDING TEE BEVELS—No. 25 x 6 in., $6.50 doz.; 8 in., $7.30 doz.; 10 in., $7.60 doz.; 12 in., $8.50 doz. No. 18 x 6 in., $10 doz.; 8 in., $12.80 10 in., $13.95.

SCREW DRIVERS—

	Per dozen. 3in.	4 in.	5 in.	6 in.	8 in.	10 in.
No. 80—	$1.85;	$2.20;	$2.30;	$2.50;	$3.40;	$4.10
No. 70—	2.40;	2.60;	2.90;	3.15;	4.15;	5.00
No. 20—	3.00;	3.60;	4.25;	5.10;	6.25;	7.85

SPIRIT LEVELS—No. 0, $15.35 doz.; No. 00, $13.80; No. 2, $22.00; No. 3, $26.95; No. 4, $21; No. 5, $35.40; No. 10, $30; No. 30, $40.75.

CARPENTER BRACES—	
No. 966 x 10 inch, each	0 95
No. 965 x 10 inch, each	1 90
No. 946 x 10 inch, each	1 70
No. 945 x 10 inch, each	2 65
No. 915 x 8 inch, each	3 05
No. 915 x 10 in., each	$3.15
No. 915 x 12 in., each	3 20
No. 919 x 10 in., each	5.50

No. 919 x 12 in., each	5 65
No. 919 x 14 in., each	5 85
No. 921 x 10 in., each	4 40
No. 921 x 12 in., each	4 55

INCREASED PRICES ON WRAPPING TWINES

London, Ont.

Increased prices are also announced on wrapping twines. The revised quotations show an advance of 6 to 8 cents per lb. The new prices are as follows:

COTTON WRAPPING TWINE—3 ply in balls, 44c per lb.; 4 ply, 46c.

SEINE TWINE—No. 18 and larger in 1-lbs., 62c per lb.; No. 18 and larger in ¼ lbs., 63c; No. 15 and smaller in 1 lbs., 63c per lb.; No. 15 and smaller in ¼ lbs., 4c.

HIGHER PRICE ON SASH CORD

London, Ont.

Owing to the recent strength of the cotton markets, and the higher cost of this raw material, prices have advanced on sash cord to the extent of 5 cents per lb. The revised quotations are contained on the current market pages.

LOWER PRICES ANNOUNCED ON KIDDIE KARS.

London, Ont.

Lower prices on Kiddie Kars have now been announced. The extent of the reduction is 25 cents on each size, the revised quotations being as follows:

	Each
No. 3	1 75
No. 4	2 08

COMPRESSION DISCOUNT REVISED

London Ont.

Included among the price changes announced this week is the revision in discounts on compression bibbs. The new quotation is 43 per cent. off list.

GARDEN HOSE QUOTATIONS ON LOWER REVISION

London, Ont.

New lower quotations are now in effect on rubber garden hose for spring booking. In addition to the reduction in quotations a special 5 per cent. discount is being offered on all orders taken prior to December 1 next. Following are the new prices:

RUBBER GARDEN HOSE—

Corrugated (in full reels of 500 ft. less 5%.)—½ in., 16 cents ft.; ⅝ in., 18c ft.; ¾ in., 21c.

3 ply—½ in., 9¾ cents ft.; ⅝ in., 12c; ¾ in., 13c.

4 ply—½ in., 11 cents ft.; ⅝ in., 13¾c; ¾ in., 14½c.

5 ply—½ in., 12¾ cents ft.; ⅝ in., 14c; ¾ in., 16½c.

A special 5 per cent. on all hose for early booking orders taken before December 1st, 1921.

LAWN MOWERS HAVE NEW LOWER LIST

London, Ont.

A further adjustment of prices on Taylor-Forbes lawn movers for spring shipment have now been announced. The discount remains unchanged at 20 per cent. off, but the new lower list prices on some types are as follows:

LAWN MOWERS—

Daisy—12 in., $8.65 each; 14 in., $9; 1 in., $9 20.

Star—12 in., $9.70 each; 14 in., $10.40; 16 in., $11.10.

Woodyatt—12 in., $11.25 each ;14 in., $12; 16 in., $12.75; 18 in., $13.50; 20 in., $14.25.

Empress—(Ball bearing)—14 in., $14.70 each; 16 in., $15.50; 18 in., $16.20; 20 in., $16.90.

WIRE NAIL BASE DOWN TO $4.15 PER KEG.

London, Ont.

Further adjustment in the price on wire nails is now given, the reduction being 5 cents per keg more than the new lower prices shown last week. This change brings the prevailing quotation down to $4.15 base.

There has been no change in the current price of cut nails, the base quotations remaining at $4.95, London.

LINSEED OIL PRICE HOLDS.

London, Ont.

Linseed oil still holds at the lower range of prices recently quoted. A fair volume of sales is reported. Following are current quotations:

1 to 2 bbls., imp. gal.	0 92	0 95
3 to 5 bbls.	0 91	0 94
6 to 9 bbls.	0 89	0 92

Less barrels, add 15 cents gal.

SASH WEIGHTS ARE AGAIN REDUCED IN PRICE

London. Ont.

New lower prices are now in effect on sash weights. Following are the revised quotations:

Solid, 3 lb. and larger, $3.10 per 100 lbs.
Sections 1 lb. $3.75 per 100 lbs; ½ lbs. $4.25 per 100 lbs.

WEATHER STRIP WILL COST LESS THIS SEASON

London, Ont.

Quotations on felt weather strip are lower this season. and a new price of $5.00 is now given.

WINNIPEG MARKETS

WINNIPEG, September 21.—Price reductions continue in volume on the current hardware markets, linseed oil offering one of the chief changes. The price which has remained steady for some time has now been reduced ten cents per gallon.

Many small wares in hardware commodities have received reductions in prices this week such as Rivets, Burrs, Carriage Makers Clamps, Fence Staples, Harness Buckles and Snaps, Stove Bolts, Glaziers' Points, etc. Seasonable fall lines are moving fairly satisfactory and a good fall trade is now expected.

BIG DECLINE IN PRICE ON LINSEED OIL

Winnipeg.

Quotations on linseed oil show a reduction of 10 cents per gallon this week. Following are the new prices:

Raw, $1.10 per gal.; boiled, $1.13 per gal., in barrel lots.

FENCE STAPLES REDUCED.

Winnipeg.

A reduction in prices has been recorded this week in bright fence staples and following are the newest quotations:

Fort William, $5.30.

Winnipeg, $5.95.

REVISION IN PRICES ON RIVETS AND BURRS

Winnipeg.

A general reduction has been made in all kinds of rivets and burrs. Following are the new ruling quotations:

RIVETS—

Carriage rivets, 40 per cent. off list.
Wagon box rivets, 40 per cent. off list.
Section rivets, 40 per cent. off list.
Hame rivets, 40 per cent. off list.
Iron burrs, 40 per cent. off list.

Coppered Belt Rivets Assorted.

8, 26½; 9, 27c; 10, 28¼.

J H R

Coppered Iron Belt Rivets.

½ x 10, 21c; ⅝ x10, 21c; ¾ x 10, 20½c; ⅞ x 10, 20½c; 1 x 10, 20¼c; 1¼ x 10, 20¼c; 1½ x 10, 20¼c; ½ x 8, 19¾c; ⅝ x 8, 19¾c; ¾ x 8, 19¾c; ⅞ x 8, 19¾c; 1 x 8, 19c; 1¼ x 8, 19c; 1½ x 8, 19c.

Belt Rivets—Tinned Iron.

¼ x 8. 28¼c; 5-16 x 8, 27½c; ½ & ⅝ x 8, 24½c; ¾ & ⅞ x 8, 25c; 1, 1¼ & 1½ x 8, 24½c; ⅜ x 10, 28¾c; ½ & ⅝ x 10, 26¼c; ¾ & ⅞ x 10, 26c; 1, 1¼ & 1½ x 10, 25¾c.

Tinners and Coopers Rivets.

Black, 40% off list; tinned, 40% off list; plus 9c per lb. net for tinning.

LARGER DISCOUNT ON STONE BOLTS.

Winnipeg.

Stone bolts have been reduced in price slightly over 10% and the discount quoted this week is 65 per cent. off list.

ADVANCE IN PRICES OF SAND PAPER

Winnipeg.

Prices on sand paper have advanced a few cents per quire this week and are now quoted at the following levels:

FLINT PAPER

In sheets.	Per Ream	Per Quire
00 & 0	$ 8 07	45c
1½	8 55	47c
1	9 67	52c
2	10 05	72c
2½	15 00	82c
3	17 10	92c

SUBSTANTIAL PRICE REDUCTION ON CARRIAGE MAKERS CLAMPS

Winnipeg.

A substantial reduction is made this week in prices of carriage makers' clamps and are as follows:

104	$9 60
105	12 00
106	15 60
108	24 00

CROW BARS REDUCED.

Winnipeg.

Reductions are made this week in prices of crow and claw bars. Following are the revised quotations:

Crow bars	$10 00
Claw bars	13 50

QUOTATIONS LOWER ON GRUB HOES AND MATTOCKS

Winnipeg.

Prices are 25 cents per dozen lower on grub hoes and grub mattocks. Following are the up-to-date prices:

Grub hoes	$9 50
Grub mattocks	12 00
Pick mattocks	12 00

PICK PRICES LOWERED

Winnipeg.

Prices have dropped 25 cents per doz. on railroad and ore or rock picks. Following are the present quotations:

PICKS

Railroad.

5 to 6 lbs., $10.00; 6 to 7 lgs., $11.00; 7 to 8 lbs., $12.00.

Ore or Rock.

6 to 7 lbs., $11.00; 7 to 8 lbs., $12.00.

TURPENTINE COST UNCHANGED

Winnipeg.

There has been no revision on turpentine prices this week.

The prevailing level of $1.20 per gal. in barrel lots still being generally maintained.

White Lead Not Likely to be Supplanted with Zinc Oxide in Paint

Many Reports of Painters' Objection Recently Due to Possibility of Lead Poisoning from White Lead in Paint—Agitation Started in France Which Has no Lead Industries but Extensive Zinc Industry—Zinc Oxide in Paint Leaves Surface Unfit for Repainting

IN A number of occasions recently there have appeared reports in the daily newspaper and trade press concerning the dangers from the use of white lead in paints. One of these reports dealt with recommendations of a body that white lead be eliminated from paint in order to protect painters against lead poisoning.

Discussing this matter with J. R. MacGregor, Ass't. General Sales Manager of The Eagle-Pitcher Lead Co. Chicago, Ill., who addressed a gathering in Ottawa, Ont. on the subject, Hardware and Metal was informed that the problem of prohibiting the use of white lead is not entirely an altruistic movement on the part of "certain European labor parties." It was pointed out that this agitation was started in France probably for the reason that France has practically no lead industries but has an extensive zinc industry. The same is true of Belgium.

"This agitation is one to assist France in developing her zinc industry. They have, however, very cleverly thrown an altruistic cloak around the mercenary propaganda," said Mr. MacGregor.

In his recent address on the subject before a gathering of painters Mr. MacGregor said in part:

"The subject is one most difficult to cover because of the confusion pro and con that has been thrown around the question of lead poison and white lead versus zinc oxide paint.

"The official unbiased data on lead poison among painters is not complete enough to warrant drawing conclusions as to the danger involved in using lead paint containing no lead. This data will not be easily obtained because it must involve a careful study of the effects of thinners and vapors given off from paint and until this is known we cannot state that the use of white lead causes any ailments besides lead poisoning. Inasmuch as this data is confusing I prefer to ignore it at this time and to merely state that lead is toxic and you cannot be poisoned unless you eat it, that is to say, get it into your throat and then swallowing it, or by eating it on your food.

Lead Colic Rare

"There is still some controversy as to whether or not you can be poisoned by lead that has been breathed into the lungs. Now, admitting that lead is toxic and that you must eat it to get poisoned, it stands to reason that unless painters are extremely careless they will not get poisoned and I will wager that no bright, keen journeyman painter employed by any one here has ever been afflicted with lead colic. Individuals who do not use white lead carry the impression that painting is a very dangerous vocation. Reliable information regarding this question was obtained from two insurance companies, the New York Life Insurance Co., and the Metropolitan Life Insurance Co. The New York Life Insurance Co., who have for thirty years compiled data on the mortality rate in various vocations, list painters as normal risks, together with farm laborers, machinists and others regarding which there is no question as to the healthfulness of the vocation. The Metropolitan Life Insurance Co. also have data that is of interest. Two per cent of all painters insured by this company have died from lead colic and 2 per cent died from suicide. Thus you see lead colic was no more prevalent in the painting industry than suicide. These two companies have not noticed any increased mortality among painters, but regard them as normal risks. They have not drawn sweeping conclusions from a few limited investigations. Their conclusions, I am sure, are the same as you, gentlemen, have drawn from your years of experience in painting. The two statements referred to above have been obtained from past years of experience and I wish to call your attention to the statement made by Dr. E. R. Hayhurst, Professor of Hygiene, of Ohio State University, who says: 'Our experience in Ohio shows that lead poisoning is falling off considerably, due undoubtedly to the increasing precaution taken by workers, particularly painters.' In view of Dr. Hayhurst's observations the mortality rate amoung painters should be lower from now on.

Zinc Oxide Can Replace White Lead

"With these few statements I propose to leave the question of toxisity and call your attention to statements made in the Agenda of the International Labor Congress, which meets in Geneva in October. This is a most unusual document. In that the writers have definitely stated that zinc oxide can replace white lead for painting purposes. They have very loosely referred to tests made in this country. One of the tests referred to was the North Dakota Experimental Station Test Fence. Inasmuch as this is the only North American test conducted to determine the relative merits of various types of paint and since it was referred to in the Agenda as a test which showed zinc ozide to be a satisfactory substitute for white lead paint, I am herewith submitting data obtained from the North Dakota Experimental Station. The letters that I flash on the screen state the conclusion arrived at by the official having this work in charge. The North Dakota Experimental Station has been conducting paint tests since 1905 and is still doing so. I believe that they are qualified by this time to pass judgment as to the relative merits of various types of paint. Please note these conclusions are not mine, but are those of an official of the state who has been carefully studying the entire paint problem. The data obtained from Dr. W. T. Pearce, in charge of this work, are submitted herewith and is explained best by his letters:

North Dakota Agricultural College
E. F. Ladd, President
Agricultural College, North Dakota
School of Chemistry and Technology
June 10, 1921.

To Whom It May Concern:

From a very comprehensive study of the data obtained from our 1906, 190? and 1915 Test Paint Fences, I am convinced that a good paint must contain a pigment which is composed of at least sixty per cent (60%) of either "Basic Sulphate White Lead," or "Basic Carbonate White Lead," not over fifteen to twenty per cent (15-20%) Inerts, and not over from fifteen to twenty-five per cent (15-25%) Zinc Oxide. We have found that whenever these limits of either the "Inerts" or Zinc Oxide are exceeded, the paint film will in time crack and scale excessively and thus leave a hard, rough surface that is unfit for repainting.

Some typical data from our 1915-1916 Test Paint Fence is appended. The wood used in this test was white pine.

Signed: W. T. Pearce,
Head, School of Chemistry and Technology and Paint Chemist, Regulatory Division
North Dakota Agricultural College
E. F. Ladd, President
Agricultural College, North Dakota
School of Chemistry and Technology
June 10, 1921.

To Whom It May Concern:

The data given below were obtained from the examination of the North Dakota Agricultural College, 1915 Test Paint Fence, in 1917 and in 1920. The

data for the third reading were obtained from the examination of the fence by the writer and his assistants. The fence was constructed and painted under the direction and supervision of E. F. Washburn, who is an experienced paint man.

Signed: W. T. Pearce,
Head, School of Chemistry and Technology and Paint Chemist, Regulatory Division

"From this data obtained from the State of North Dakota the official character of which cannot be questioned, I think we can safely state that zinc oxide either pure or containing only a small amount of white lead, is entirely unsuited as a substitute for white lead.

I wish to call your attention to the fact that the same physical and chemical changes will be involved regardless of which zinc oxide is used. Zinc oxide is chemically the most active pigment used in making paint. It combines with linseed oil and the zinc soap resulting from this combination goes into a colloidal glue-like condition. This produces a very hard non-plastic film and when the normal shrinkage occurs in the drying paint the hard zinc film does not flow like a plastic film, instead it cracks and draws from the wood, thus leaving an unsightly surface, not suited for repainting. This chemical and physical action will occur whenever any kind of zinc oxide is used in painting. The conclusions arrived at in North Dakota bear me out in this respect. Therefore, it seems that the proper thing to do is not to discontinue the use of white lead, but to realize that it is not wise to get white lead into the stomach. This is a very simple precaution and one that will be prescribed rather than the discontinuance of the use of white lead.

How Service Helps in Paint Selling

Making Service a Business Pulling Power in the Paint Department—Ways of Giving Unusual Service Which Stamps the Hardware Store With a Mark of Individuality

(By a Hardware Merchant)

TO THE average consumer, all paint and varnish stores look more or less alike. Goods have been standardized and prices have been so well established that "service" is the one thing that determines more than anything else the growth of the paint business.

What does service mean?

It means, first, a selection of paints and varnishes for which there is a steady demand.

It means all paints and paint accessories attractively displayed.

It means adjustment of differences without dispute .

It means an absolute willingness to refund money or exchange unsatisfactory goods without hesitation.

Anticipating Wants

It means to anticipate the wants of the community. The paint dealer should not be backward in introducing new goods that are being nationally advertised or for which there already exists a demand elsewhere. This in itself will prove that the paint dealer and his store are wideawake and in the front ranks with other progressive paint dealers.

Service means pleasant salesmen and courteous treatment of customers at all times.

Service, real service, means a thorough knowledge of your trade and the ability to talk to customers on any subject that has to do with paint or painting.

The paint dealer who knows in advance what his customers require, and then makes it his business to remind his customers of these needs, will be giving such good service that his business and influence cannot help but grow. Every home owner and every business man in the paint dealer's community will appreciate the fact that the paint dealer takes enough interest in him and his buildings to suggest a new coat of paint for a building, a new coat of varnish for the floors or the repainting or refinishing of the interior of any building.

Appreciate Interest

If you were to ask a man whether he appreciates being told that his building is in need of a new coat of paint, he would at once say "no." But the fact is that he appreciates any interest a paint dealer takes in his affairs. It is human nature to want to be remembered. It is human nature to feel flattered when complimented. And it is a compliment to remind a man that he is a property owner, that he owns buildings that require care.

Of course, it would not be good policy simply to tell a man that he has been neglecting the buildings he owns. A better way would be to tell a prospective customer that a new coat of paint will greatly improve the appearance of the building, preserve the wood, and increase the value of the property

It would not be natural to expect a man to immediately order his paint on a single suggestion, but it gets him to think about repainting, and the more he thinks the more convinced will he be that his home, his barn, or his store really is in need of a new coat of paint, and the first thing you know he will be around to ask about color schemes, the amount of paint necessary, etc., and the result is that the paint dealer who made the suggestion is pretty sure to get the business.

Writing Prospects

Another way of giving unusual service to a customer is simply to write him, enclosing a color card, and suggesting some particular color as unusually desirable for a home, a barn, or store building owned by the customer. In a letter of this kind it is always a good policy to simply take it for granted that the customer knows that his building requires repainting, that the interior should be refinished, etc. A letter of this kind need not be long. Simply say: "The other day while passing your home the thought came to me that your home, repainted in our No. ..... as shown on the enclosed color card, would greatly improve the appearance and increase the value of your property. I would be glad to have you come in the next time you are in this neighborhood, as I have some special suggestions I would like to make."

A letter of this kind is very friendly, and at the same time offers a good opportunity for getting in touch with a customer. Of course, the letter should be worded to apply to the individual customer. It will prove to him that you are thinking of him and his property. And the chances are that just as soon as he is in need of painting material he will remember your letter and the chances of getting this business are in your favor.

All this is service, real service, and it means a closer relation between the paint dealer and his trade—it means an acquaintanceship that has a firmer foundation than a mere desire to sell paints.

Any hardware merchant who carries out these ideas of service cannot help but make a success of his business. It will increase his circle of friends; it is the real power that will pull business to the store.

DEMONSTRATING AIDS IN SELLING COOKING UTENSILS

Messrs. W. H. Thorne and Co., Ltd., of St. John's, recently adopted the method of actual cooking demonstration in order to boost the sale of aluminum kitchen utensils. The demonstrator, in this case, was a representative of the manufacturers, and in conjunction with the demonstrating period, some aluminum goods were offered for sale at reduced prices. It is reported that the innovation proved especially attractive for female shoppers.

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Plastic Elastigum Patching Cement

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

THE man who buys Barrett Products usually buys them through a dealer. The dealer carries them because he knows who makes them and what they *are*. He knows, also, that The Barrett Company's reputation throughout the Dominion is *his* reputation in his locality, and that it increases his sales, his profits, and his name for quality and fair prices.

Consumers are likely to judge you, Mr. Dealer, by the products you handle. Barrett Products on your counter will tell them that you are the man they want to do business with.

Farm impliments don't wear out—they rust out. Everjet prevents rust.

Everjet Elastic Carbon Paint

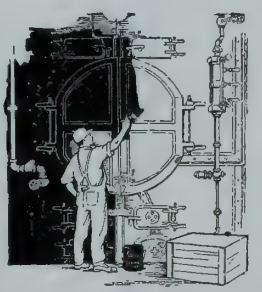
A black carbon paint for industrial purposes. No other paint on the Canadian market has ever enjoyed the same popularity and filled so many demands in the industrial world as Everjet, which was put on the market by our chemists less than ten years ago.

We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

Everjet Paint adds years to the life of outdoor metal work.

It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: 1-Gallon Cans, Lithographed (cases of one doz.), 5 Gallon Cans, ½-Barrels (about 20 gallons), Barrels (about 40 gallons).



Everlastic Liquid Roofing Cement

FOR resurfacing old and worn-out "rubber" and prepared roofings, here's a winner!

Comes ready for use, is easy to apply and forms a smooth, tough, durable surface which stubbornly resists moisture, acids, alkalies and fumes. Adds years of service to a worn-out roof at small expense.

Everlastic Liquid Roofing Cement is in a class by itself among roof repair materials.

WINNIPEG VANCOUVER HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO ST. JOHN, N. B.

Weekly Paint Markets

MONTREAL

MONTREAL, Sept. 21—With revised quotations to lower levels now ruling on paints, varnishes and allied products generally, the autumn trade is said to have made a start with the anticipation of a good amount of business to continue during the following months before the colder weather set in. The new prices, which show extensive reductions, covering practically all lines, are announced complete by some manufacturers, while others are busily engaged in revising their lists.

The current markets for the week show linseed oil and turpentine holding at former prices, with a fairly firm tone in both products. Linseed oil showed a marked gain over the week end, but has again sagged to the extent, falling back to the situation of last week which is however, far from a weak state, and the market can be stated as holding very well. Turpentine quotations are holding at 96 cents a gallon in one barrel lots, being unchanged for the week. With anything like a fair demand continuing on turpentine, little change to a lower price basis is expected as southern markets report a firm undertone for this season of the year.

White lead in oil and putty are enjoying a fairly active market at the new lower prices, and in the latter product increased sales will in all probability be made as the season advances. Shellac prices are unchanged with business stated to be good for this time of year. There is a temporary shortage of window glass, but of no serious nature as shipments are arriving from Belgium to replace the depleted stocks. Buying in window glass has not taken the active turn as yet, but dealers consider it yet early for the usual fall demand.

LINSEED OIL HOLDS AT STRENGTH

Montreal

The current market for linseed oil is at present fairly strong, notwithstanding a falling off in the past few days. Over the week end a marked advance was made when flax seed not only touched the $2.00 mark but soared well above. This high level was not maintained for any length of time but the drop was not to the extent of the climb and the present price standing of flax seed still remains in advance to the above level.

On outside markets the tendency for futures promise a fairly firm situation. New seed now on the market is said to be not of the quality of the old, being dirty and of poor oil content. There is also a general expectation of an actual shortage in the American supply. With these conditions, the European market continues active, the shipments of seed continuing on a large percentage, and crushers on this side are now taking good quantities of seed both to take care of immediate mill demands and to build up their reserve stock.

On the local market the demand is still on the quiet side, but increased business is looked for in the very near future, and in this connection paint manufacturers are expected to figure, requiring supplies for their usual fall manufacture.

Quotations hold for the week as follows:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 90	0 92
3 to 4 barrel lots, per gal	0 88	0 90

Less barrels, add 10 cents per gallon.

TURPENTINE CONTINUES FAIRLY FIRM

Montreal

Locally, quotations on turpentine hold at 96 cents a gallon in one barrel lots with the demand only fair and continuing in small quantities.

Southern markets report a firm market during the week with a slight gain in price recorded, principally due to dealers being anxious to secure supplies for prompt shipment. It is apparent that all depends on the demand, as supplies are not of the ample nature that is usual producers still maintaining the inability to produce at present figures.

Some few weeks ago it was thought the price of turpentine would hold around the 90 cent figure and so far the prediction has been correct, and the present outlook points to a continuance of a steady price basis.

Following are current prices:

TURPENTINE—	Per Imp. Gal.
1 barrel lots	0 96
2 to 4 barrel lots	0 94
Broken lots	1 06

SHELLAC PRICES UNCHANGED

Montreal

Shellacs have apparently settled on a steady market, with quotations remaining unchanged for the past few weeks. There is a recent improvement in the undertone, buying becoming more active, and although locally the demand is seasonably quiet a gradual increase in purchases is looked for. Unchanged prices are as follows:

SHELLAC—	
Orange shellac, in nbarrels ... ...$	3 60
Do., in one gal. jugs	3 90
White, in barrels, or 5 gal. jugs	4 10
Do., in one gal. jugs	4 40

WHITE LEADS SELL WELL

Montreal

Business in white lead in oil is quite satisfactory, sales being of a steady volume. Whether the new lower prices will offer a stimulus to trade seems problematic at present, but the trade is satisfied that a good amount of fall painting will be done, and this will reflect to a great extent on white lead. New quotations will at any rate cause a settlement in prices on the market and this will be welcome as formerly the market was far from steady.

Present quotations are $12.00 in 5 ton lots, $12.75 in one ton lots and $13.10 in less quantities.

WINDOW GLASS AND PUTTY NOT YET ACTIVE

Montreal

Dealers in window glass report business has not yet taken the active turn that is usual in the fall months, but are little concerned as it is still early. Stocks throughout the outside country are undoubtedly low and with booking not being in evidence to any great extent this year, the actual consuming demand will necessitates purchases commencing no doubt next month.

There is a temporary shortage, particularly in the double diamond cuts, now reported in some quarters, but with the arrival of early shipments from Belgium stocks will be replenished in time for the active season. While on the other hand, some jobbing houses are making a special effort to reduce their stocks in some sizes. Quotations remain at the Montreal net list found on the current market page.

PUTTY MOVEMENT NOT SHOWING MARKED ACTIVITY

Montreal

Shipments of putty are now being made at the new revised prices, but the demand is not yet as active as anticipated for the coming fall months. Recently revised quotations are the following:

PUTTY— Standard Putty—	5 ton.	1 ton.	Less
Bulk, bbls., 800 lbs. ... .$	4 00	$4 50	$4 75
Bulk, drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs. .	5 25	5 75	6 00
Drums or tins, cased, 25 lbs. .	6 00	6 50	6 75
1-lb. tins .. ..,	8 75	9 25	9 50

Pure linseed oil putty, $1.50 per 100 lbs. advance over above prices.

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST

California Gold Paint-Bronzing Liquid Aluminum Paint

For the finishing touches on inside winter work your customer will want Hillcrest California Gold Paint, Bronzing Liquid, and Aluminum Paint, for radiators, fixtures, piping, etc.

There is a surprising amount of work of this nature done during the long evenings spent indoors through the winter months. Ask the Hillcrest Salesman about the stock for this need.

We Also Manufacture

Hillcrest Colors in Oil; Hillcrest Colors in Distemper; Hillcrest Colors in Japan; Hillcrest Porcelain White Enamel; Hillcrest Ebony Black; Spanish Enamel; Hillcrest Bath Enamel; Hillcrest Motor Car Enamel; Hillcrest Paste Filler; Hillcrest Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Hillcrest Outside Gloss White; Hillcrest Inside California Gold Paint; Hillcrest Graphite; Machine Paint Liquid; Hillcrest California Gold Paint; Hlcrest Graphite; Machine Paint Liquid; Hillcrest Orange Shellac; Hillcrest White Shellac; Hillcrest Oil Stain; Hillcrest Varnish Stain; Hillcrest Shingle Stain; Cottage Shingle Stain; Hillcrest Varnishes—all kinds; Hillcrest Pure Lead; Hillcrest Bronzing Liquid.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

WATCH FOR OUR SEMI-MONTHLY BULLETIN NEXT SATURDAY

If interested tear out this page and place with letters to be answered.

TORONTO

TORONTO, September 22—Turpentine and window glass furnish the feature price attractions on the current paint markets. A further advance of 5 cents per gallon on turpentine increases the price on this product to the highest levels noted on local markets for some time. Window glass gains attention due to the general adoption of the new net glass list.

Paints and the allied products are beginning to feel the fringe of the looked for active fall movement in these lines. The revised quotations recently announced extend to practically all lines in greater or less degree, and the lower price levels should stimulate the advantage to the consumer of current purchasing. While many price changes have been given by the different paint market manufacturers, and these revised quotations are contained on the current paint market page, yet others are still engaged in changing their lists in accordance with the recent decision to lower prices.

LINSEED OIL SOURCES

Toronto.

Estimates on the current season's flaxseed crops would indicate that the amount of seed available to crushers for the coming year, may show a decrease of approximately thirty per cent from the average amount produced last season. This applies equally to the Canadian, United States, and Argentine crops, and of these three, the most encouraging report covers the flax seed territory under cultivation in this Dominion. While the estimated Canadian flax seed crop will be about one million bushels less than during 1920, this difference is accounted for in the reduction of acreage. The yield per acre is well up to the average for the last ten years, and far above that of last season.

The American government are anticipating a reduction of 40 per cent in the flax seed returns for that country. The condition of the Argentine territory was also unfavorable until just recently, when improved weather conditions have brought forth more optimistic estimates. The linseed oil market, however, has not varied to any extent from these conditions, as the falling off in demand for oil has discounted these contributory market elements.

ANOTHER FIVE CENT ADVANCE IN TURPENTINE PRICES

Toronto.

The continued strength of turpentine on the primary markets, and the corresponding gain in price at southern supply centres, has resulted in a further rise of 5 cents per gallon in the local quotations. This increase is the third successive gain of 5 cents recorded during the last three weeks, and the current quotations have now reached the highest level noted on the local markets for some time past, being generally quoted at $1.15 per Imperial gallon in 1 barrel lots. The fact that distributors have been forced to purchase directly from the southern markets and at the recent higher prices, indicates that local stocks are practically exhausted. The rate of exchange, the transportation cost, evaporation of the product while in storage, and other important factors are all added to the increased primary cost, and local values have therefore, generally reflected the advanced levels.

On the other hand, it is noticeable that where stocks of turpentine are more or less normal, the price is a few cents below the new high quotation. This price, however, is not general, and has to be located. The fact that the surplus on hand was purchased previous to the advance in prices on Southern supply markets is chiefly accountable for the variance in local prices. Following are the current higher quotations on turpentine, now generally quoted:

TURPENTINE—

1 barrel lots, per Imp. gal.	$ 1 15
2 to 4 barrel lots. per Imp. gal.	1 14
5 gallon lots, per Imp. gal.	1 30

LINSEED OIL PRICE HOLDS

Toronto.

Quotations on linseed oil are unchanged this week, and the local price is maintained at 92 cents per gallon for raw and 95 cents for boiled. The gain in the price of flax seed, which gave rise to the expectations of reflected strength in linseed oil markets, has been offset to some extent by a lack of demand for oil. Following are the prevailing quotations:

LINSEED OIL—

	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 92	0 95
3 to 5 barrel lots,. per gal.	0 91	0 94
6 to 9 barrel lots, per gal.	0 89	0 92

Less barrels, add 15 cents per gallon.

NET LIST NOW GENERAL ON WINDOW GLASS

Toronto.

There has been a readjustment in quotations on window glass made by the various distributors, and in many cases the new net list has now been adopted. While prices are practically unchanged, the revision extends to the discount which was previously 50 per cent off. This is, of course, eliminated by the net prices, with the exception of quantities of 25 cases, or more, where a discount of 5 per cent is given.

The current market for glass is stated to be slightly improving, and the seasonable fall movement now shows signs of getting under way. Building proclivities have enhanced the demand for glass in various sizes, and it is felt that a large proportion of this season's glass sales are intended for installation in the many new homes that have been erected throughout the country.

Following is the new net glass list:—

GLASS LIST—

Case lots—	Star or 16-oz.	Double or 24-oz.
Up to 25	$ 5 50	$ 9 05
2 to 40	6 95	11 40
41 to 50	7 65	13 05
61 to 70	8 35	13 65
71 to 80	8 80	14 40
81 to 84	10 30	17 70
85 to 90	10 85	18 55
91 to 95	.....	20 80
96 to 100	.....	22 60

In lots of 25 case, or more, 5 per cent. discount.

F.o.b. Montreal, Toronto, Hamilton, London.

REVISED PUTTY QUOTATIONS TO HELP FALL TRADE

Toronto.

With the recent revisions in quotations on putty now in effect, the customery fall movement in this product should be stimulated both in volume of shipments and the number of current orders. Up to the present, however, the degree of activity has only been slightly accelerated, dealers being of the opinion that it is yet a little early for the annual fall trading, and that the next few weeks will witness the looked for revival.

Following are the new prices on putty:

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls	$ 4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities	6 95	7 45	7 70

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities.

EXPECT FALL ACTIVITY IN WHITE LEAD

Toronto.

The demand for white lead in oil can be described as just on the fringe of the fall movement in paint products generally, and coupled with the recent substantial price revisions in the prevailing quotations on white lead in oil, a fairly substantial movement during the Fall season is generally looked for. Following are the revised quotations:

WHITE LEAD IN OIL—

	5-ton-lots.	1-ton lots.	Less quantities
Per 100 lbs...	$12 70	$13 20	$13 55

WHITE MOTOR CONTROL

The White Motor Control places in centre of the steering wheel directly under the driver's eye, all the instruments heretofore arranged on the dash. The makers claim that operation of the car becomes more restful since less concentration is necessary.

The control is mounted in the steering wheel flush with the rim of the wheel. It is a compact unit containing the speedometer, oil gauge, ammeter, electric control switches, horn button, or any other indicating mechanism that is standard equipment of a car. On the Motor Control, the makers claim, body wiring has been eliminated, instrument mounting has been dspensed with and the connection of chassis to body wiring has been reduced to a single operation.

By removing the top cover of the control it is possible to reach all the instruments, and all the wiring back of where there's plenty of room, and where a repairman can work unhampered.

A specially designed steering column is provided though which the wires are placed. Manufactured by the Whyte Duffield Manufacturing Company.

GLIDDEN

EVERYWHERE ON EVERYTHING

It's Floorette!

Meet little Miss Floorette. Learn to know her as well as the good floor varnish she represents — Glidden Floor Varnish.

With Floorette guarding the floors the kiddies can have the run of the house, and the floors and other furniture will stand the hard wear. Glidden Floor Varnish—Floorette—is made to have a good time on. It is made to last as well as to beautify.

Like all Glidden products, Floorette will find ready acceptance among your customers. The well-known Glidden name and green label have already won the confidence of the public and make the selling of Glidden products easy. Write today for dealer proposition.

THE GLIDDEN COMPANY, Limited

Toronto, Ont.

Branches at Montreal and Winnipeg

"Save the surface and you save all" *Paint & Varnish*

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S. Mush ..	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush. .	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle ...	....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ...	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W..	38 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter .	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special ...	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz. ..	14 25	15 50
Hunters' axes, doz..	13 50	14 50
Single bits, doz. ...	16 50	19 50
Double bit, doz.	23 50	19 50

On weights heavier than base add to list as follows:

Group 2...$0 50 Group 3 .$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6... 2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBIT

Prices on babbit fluctuate with the etal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 22½ per cent.

Gilmour Auger Bits, 7½ per cent.

Gilmour Eye Augers, add 5%.

Irwin auger bits, list plus 5%.

Irwin car bits, discount 5% off.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS (Wash) Zinc. Dozen

Baby Globe	$2 70
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	**8 75**
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	2 70
Royal Globe	5 85
Solid Back Globe	6 60
Standard Globe	6 00
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.

BOILERS (Range)

	each
30-gal., standard	$8 75
30-gal., extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 20%.

Carriage Bolts ($1 list), 7-16 in. dia, and larger, 20 %.

Machine bolts, ⅜ in. diameter and smaller, 4 in. and shorter, 45%.

Machine bolts, ⅜ in. dia. and smaller, longer lengths, 30%.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Sleigh shoe bolts, all sizes, 20%.

Coach and lag screws, 40%.

Bolt ends, 35 per cent.

Square head blank bolts, 35%.

Plow bolts, 1, 2, 3 head, 25%.

Plow bolts, others, 30%.

Elevator bolts, large head, 20%.

Elevator bolts, corrugated heads 50 per cent.

Fancy head bolts, 20 per cent.

Shaft bolts, ($3 list), 20 per cent.

Step bolts, large head ($3 list) 20 per cent.

Whiffletree bolts, 20 per cent.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, add to list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, add to list, $1.00.

Nuts, 2 in., and smaller, hexagon — Blank, add to list, $1.00.

Tapped, add to list, $1.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c. F. O. B., Montreal, London, Toronto

BRASS

	Base
Sheets, base, Montreal	0 25
Do., Toronto	0 26
Rods, base ½ to 1 in., round, Montreal	0 23
Do., Toronto	0 23
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 32

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings............	**$ 6 65**
No. 5, standard............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

See Weekly Market Reports.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10 per cent. f. o. b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 00
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No.	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	75

F.o.b. Montreal, Toronto, London.

COBBLER SETS 6

Common, per set $1 14

CLOTHES LINE REELS

	Doz. per
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COIL CHAIN

	Fireweld Proof	B.B B
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Proof	Weld
7-16 in.	11 25	13 21
½ in.	11 00	12 57
⅝ in.	11 25	12 81
¾ in.	11 00	12 50
3-16 in.	$17 80	$20 23
⅜ in.	11 75	13 75
¼ in.	16 25	18 70
5-16 in.	13 75	15 50

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace **chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net. F.o.b. Montreal, Toronto, Hamilton, London.**

COMBS—CURRY— Doz.

No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 30	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 30
Plain Tinned, 16 oz. and heavier, lb. .	0 37	0 38
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 43
Tubing, lb.	0 34	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	$ 0 57
No. 7, lb.	0 56
Nos. 8, 9, 10, 12	0 55

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8 75; London, $8 50.

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank.

List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c; 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2 ⅞, $2.10.

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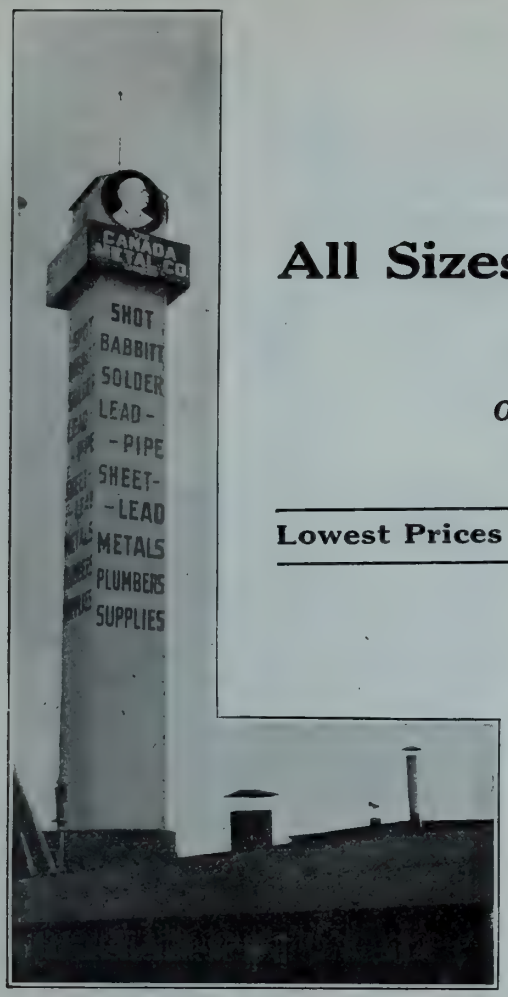


SHOT

All Sizes **25 lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

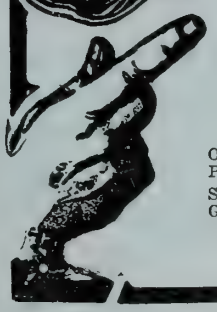
Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

The Katie Foundry, Galt, Ontario

K-T COBBLERS SETS

In these days of high priced shoes and repairs, K-T Cobbler Sets are sold quicker than ever in the hardware store.

The K-T Cobbler Set is designed with sufficient strength in the proper place to do the heaviest repairing. It weighs 12 lbs. If one breaks in service we will replace it.

It is made in Canada, with Canadian money by Canadian workmen.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kearney, Foot, Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	20%	20%
Malleable bushings	30%	30%
Cast bushings	30%	25%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	30%	25%
Plugs, solid	....	25%
Plugs, countersunk	net	25%
Couplings, 4 in. and under	25%	25%
Do., 2½ in. and larger	5%	5%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 57	0 72
B	0 24	0 34
C	0 16	0 24

NIPPLES, WROUGHT

Close and short, 4 in. and under, 45%, 4½ and larger, 35%; long, 4 in. and under, 55%, 4½ in. and larger, 45%; running thread, 4 in. and under, 25%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES— Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russett rope tie, 1 in.
Black, rope tie, 1 in.
Black, rope tie, 1¼ in.
No tie, 1 in.
No tie, 1¼ in.

HALTERS, ROPE. Per gross.

Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

HAME FASTENERS Per Doz.

Dodson ... $4 60

HAMMERS, NAIL Doz.

No. 21	$14 00
No. 1	19 00
Nos. 1½, 61½	18 75

Discount, 10 per cent.

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$25 00
Do., 3-4½ lbs.	23 00
Do., 5 lbs. and over	16 00
Masons, 2-2½ lbs.	31 50
Do., 3-4½ lbs.	28 25
5 lbs. and over	23 00

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over ... $16 00

HAMMERS, MACHINIST

No. 30, 1-lb.	11 34
No. 30, 1¼-lb.	12 15

Net.

HANDLES (WOOD)

All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.

Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

	Per Doz.
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60 ... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	$12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 00
Do., 2 Burner	17 00

Discount 27½%.

Universal ... 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, SPRING

No. 200 and No. 20, per doz.	$ 2 00
Ajax Floor No. 3111, per set	1 85
Reliance Door No. 270.	
Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub ... $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant,	8 00	...
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corugated, ½ in., 100 ft.	$16 00
Do., ⅝ in., 100 ft.	18 00
Do., ¾ in., 100 ft.	21 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

These prices nominal.

IRONS (SAD)

Potts, polished, per set	2 12
Potts, nickel plated, per set	2 25
Potts handles, japd., grs.	23 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC

Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd	$12 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long

1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	5 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	2 50

F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$11 50
Pick, doz.	11 50

F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS— Doz. net.

Liquid Veneer		$20 00
O-Cedar, less handle		14 00
Do., with handle		16 00
S. W. Mops, complete		4 75
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 25
Crank wringing	7 00	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.15 base.

Owen Sound or Collingwood, $4.25 base.

F.o.b., Montreal, $4.00 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.25.

Sault Ste. Marie, Port Arthur, Fort William, $4.55 base, f.o b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

Montreal, $4.85; London, $4.95; base; Toronto, $4.85.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

F.o.b. Montreal, Toronto, Hamilton,

Floglaze

Registered

The Finish that Endures

"Save the surface and you save all" *Paint & Varnish*

"Exterior Surfaces for fall painting"

Advise your customers to paint outdoor surfaces in the Fall—when surfaces are dry and receive paint best—when outdoor surfaces should be protected against the coming damp winter weather.

Advise them to use Floglaze, the hardest-drying, longest-wearing surface finisher on the market.

Floglaze gives the dealer a finish for every surface.

The Seven **Floglaze** *lines are*

Home and Farm Finishes
Velvet Finish
Art Shades
Auto Finish
Porch and Veranda Floors
Lac Shades
Exterior Finishes

Write for our new Booklet "A Guide to Larger Profits" which tells how our condensed list of shades increases the turnover and profits of the paint department.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia:
The Callander Shore Co., Limited
155 Pender St. West
Vancouver, B,C.

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2½"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
2	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 00		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 60
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net. 1-in. mesh, net.

American netting, 1-in. mesh, net.

Invincible—	Per rod
1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	$17 00
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 18½
Palacine, gal.	0 21½
Gasoline, net, gal.	0 31

Above prices net.

	Gallon
Black oil (summer)	0 21.1
Black oil (winter)	0 21.6
Capital, cylinder	0 78.1
Mach. oil, reg. grades	0 46.6
Imperial gas engine oil	0 59.1
Paraffine	0 22.5

List, less 15% on above.

Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy $1.10
List less 15 per cent.

Polarine, medium, list	1 05
Polarine, heavy, list	1 05
Polarine, ex-heavy, list	1 40

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl., net	0 08
Do., tank cars, net	0 06

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch	$1 35	1 35
Do., No. 2, Anch.	0 75	0 85
Do., No. 2 Elephant.	0 75	0 95
Tarred Fibre, No. 1 Anchor	1 45	1 45
No. 2	1 10	1 10
Elephant Brand, tarred, No. 2	1 10	1 25
Surprise Fibre	0 95	1 05
Empress Dry Sheath'g		1 45
Stag Sheathing	0 95	0 95
Cyclone, dry	1 35	1 45
Do., tarred	1 45	1 60
Joliette Sheathing	0 75	0 95
Do., tarred	1 10	1 25

	Per 100 lbs.
Monarch Sheathing, white	5 75
Do., gray	4 75
Straw Sheathing, heavy dry	3 75
Red Star heavy tarred straw	3 90
Imp. White Sheathing	5 75
Imp. Grey Sheathing	4 75
Scythe Brand dry straw	3 75
Spruce Sheathing, 36" and 72" wide	7 25
Asbestos Sheathing	10 00
Carpet Felt	6 00
Tarred Felt, 7, 10 and 16 oz.	4 15

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$9 25	9 00
6 to 7 lbs., doz.	10 50	10 25
Rock—		
7 to 8 lbs., doz.	11 50	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 52, July 11, 1921.

Standard Butterweld Pipe S-C.

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in..	$ 6 50	$ 8 50	$	$
¼ in..	4 56	6 60	5 76	7 80
⅜ in..	4 56	6 60	5 76	7 80
½ in..	5 87	7 40	7 65	9 10
¾ in.	7 02	8 97	9 55	11 50
1 in..	10 03	12 92	13 77	16 66
1¼ in..	13 57	17 48	18 63	22 54
1½ in..	16 23	20 90	22 28	26 95
2 in..	21 83	28 12	29 97	36 26
2½ in..	34 52	44 46		
3 in..	45 14	58 14		
3½ in..	59 80	75 44		
4 in..	70 85	89 38		

Standard Lapweld Pipe S.C.

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in..	$25 53	$31 82	$33 67	$39 96
2½ in..	38 03	47 97	50 90	60 84
3 in..	49 73	62 73	66 56	79 56
3½ in..	60 72	76 36	80 96	96 60
4 in..	71 94	90 47	95 92	114 45
4½ in..	81 28	102 87	1 12	1 33
5 in..	94 71	119 88	1 30	1 55
6 in..	1 23	1 56	1 69	2 02
7 in..	1 64	2 09	2 21	2 63
8L in..	1 73	2 20	2 33	2 75
8 in..	1 99	2 53	2 68	3 17
9 in..	2 38	3 04	3 21	3 80
10L in.	2 21	2 82	2 98	3 52
10 in..	2 84	3 63	3 83	4 53

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.		$18 40
3 in. in 10-ft. lengths, list.		22 30
4 in., in 10-ft. lengths, list.		29 60
5 in., in 10-ft. lengths, list.		40 00
6 in.. in 10-ft. lengths. list.		49 00

Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	25%
4 in.	30%
5, 6 in.	30%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	40-10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 0 sheets	6 00	5 95
Ordinary, 52 sheets	5 80	5 90

PLATES, COKE, TIN

20x28x100 lb. basis, box	$ 17 75
20x28xIC, 112s, box	18 25
20x28 IX, 112s., box	20 50
20x28 IXX, 56s., box	11 75
20x28 IXXX, 56s., box	12 50

PLATES, CHARCOAL, TIN

Nominal

TERNE PLATES

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00
		Each
No. 70		6 20
No. 80		9 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75	No. 6	18 00

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Set Screws	45%	
Everlastic, 3 ply	2 80	2 80
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—	
Per gal., in bbls.	0 70 0 70
5 and 10 gal. lots, gal.	0 85 0 85
1 gal. cans, gal., doz.	10 50 10 50
Coal Tar (refined), bbl.	10 25 10 50
Coal tar (crude)	9 00 9 25
Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 19
New Zealand hemp basis	0 19
Sisal basis	0 17

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.

Single lathe yarn basis	0 17
Double lathe yarn	0 17½
Yacht marline, tarred	50
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	46
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils. 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.	0 51
Do., 5-32 in.	0 50
Do., 3-16 in.	0 47
Do., ¼ in. and up	0 45

F.o.b. Toronto, Montreal, London Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
268—50 ft. Challenge, Steel	$5 30
108—50 ft. Reliable Jr., Steel	5 81
248—50 ft. Rival, Steel	4 61
1248—50 ft., Rival Jr., Steel	4 [illegible]
603—50 ft., Metallic	3 38
604—66 ft.	3 92
403—50 ft., Linen	2 57
	Dozen
713—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
142—8 ft., Steel Pocket	8 80
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 80
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	77½%
Wood R.H., bright	75%
Wood, O.H., bright	75%
Wood, F.H., brass	70%
Wood, R.H., brass	67½%
Wood, O.H., brass	67½%
Wood, F.H., bronze	65%
Wood, R.R., bronze	62½%
Wood, O.H., bronze	62½%
Square cap	40%
Hexagon cap	40%

SCREWS, IRON BENCH, No. 14

1 in.	$13 75
1⅛ in.	17 00
1¼ in.	20 00

SCYTHES

	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

"Taxi-drivers can afford to drive customers away—we can't."

* *

"It's a grave mistake to ignore 'Safety First'."

* *

"All work and no En-ar-co maketh a fat junk-heap."

* *

"—we believe the Live Merchant will profit by using this Boy and Slate"

—a quotation

THOUSANDS of people are talking about this sign. Thousands of people have commented on the Boy and Slate epigrams.

Every word uttered about this proposition is enthusiastic.

Garagemen and dealers in gasoline and lubricants recognize in this Boy and Slate Sign the biggest business-builder of the day.

Let Us Tell You About It

There are a few sections of the country where this Boy and Slate is not in use. Therein lies a golden opportunity for you. For, to any merchant reading this paper we will gladly send the most complete information about it, entirely without any cost or obligation whatsoever.

The boy is life size. The Slate itself is 5 ft. wide. The whole sign is solid wood construction and is painted in natural colors.

We supply the epigrams—a new one for every other day of the year.

The minute you put this sign down in front of your place, you have planted there a lasting tribute to your agressiveness. Make the start now.

Get this coupon in to our Branch nearest you right away. By return mail all the information will be put right in your hands, so that you may know all about this wonder sign.

CANADIAN OIL COMPANIES LIMITED

Branches:

Toronto, London, Montreal, Quebec, St. John, Halifax, Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

To Canadian Oil Companies, Limited,

Nearest Branch ....

Send me the information about that En-ar-co Boy and Slate Proposition.

Name .....

Address .....

Town or City ....

I am in the ..... Business

(Indicate kind of business)

HM9.

If interested tear out this page and place with letters to be answered.

SNATHS Doz.
00 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner.$25 50
Perfection, No. 33, 3 burner.. 31 00
Perfection No. 34, 4-burner .. 40 00
No. 22G oven for above stoves 9 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe findings—List adopted March 24th, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	45	45	45
Draining Tools	45	45	45
Hollow Back Scoops	45	45	45
Sand Shovels	45	45	45
Hollow Back Shovels	45	45	45
Hollow Back Coal Shovels	45	45	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	45	45

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00
Little Daisy 2 00
Little Queen 3 00

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 60
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 44
Do., 4-ply, lb. 0 46
Cones, 3-ply, lb. 0 40
Do., 4-ply. lb. 0 43

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 46%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco, Globe & Check 20%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 15%
Regrinding Valves 10%
Swing Check Valves....... 5%
Compodisk Valves 10%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list. plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 50% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs...	$3 00	$3 75	$4 00
Section, ½ lb., per 100 lbs.....	3 00	4 25	4 50
Solid, 3 to 30 lbs., per cwt.	2 50	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 331

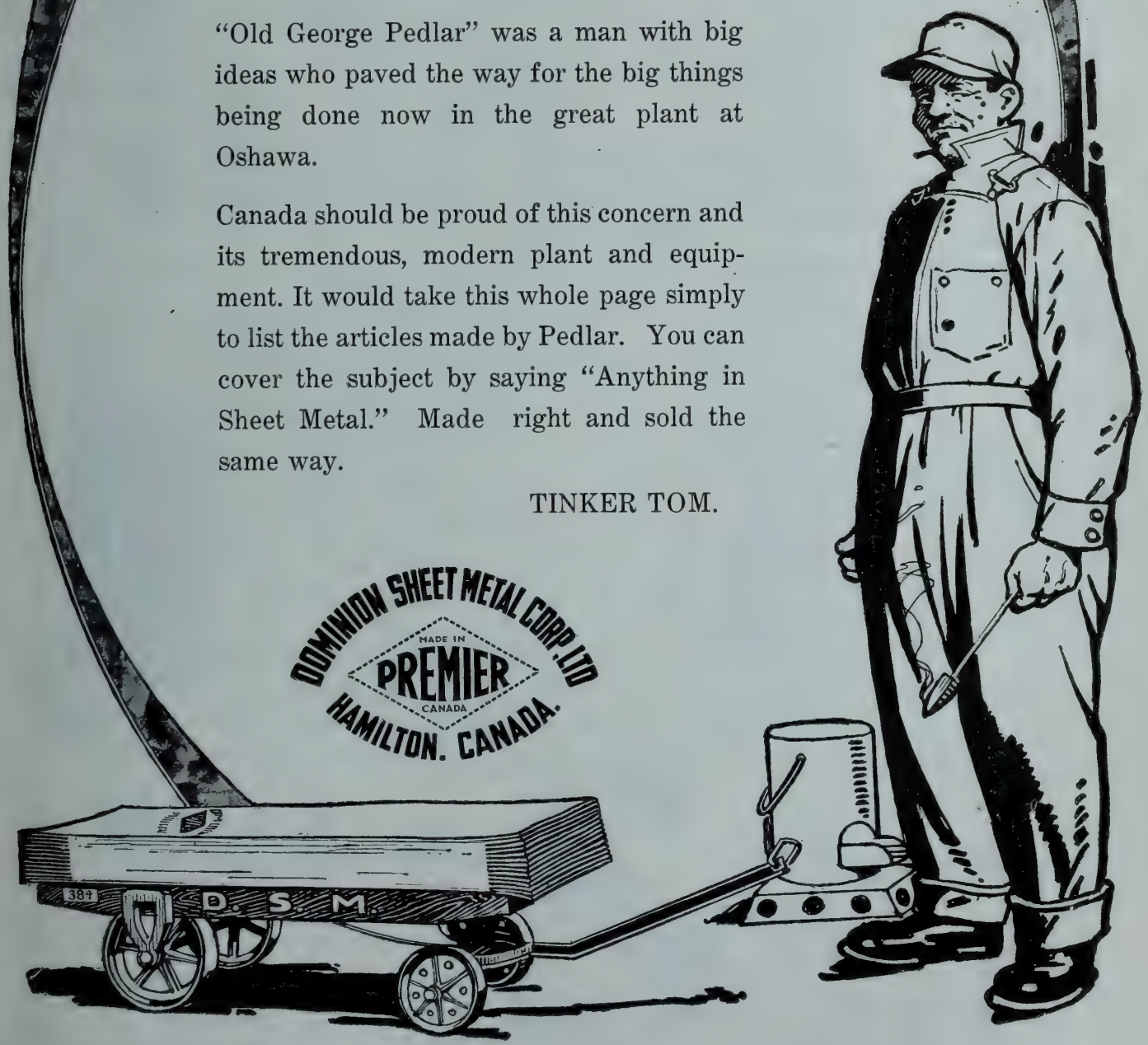
A Little Series on Prominent Users

Pedlar People Limited, of Oshawa

"Old George Pedlar" was a man with big ideas who paved the way for the big things being done now in the great plant at Oshawa.

Canada should be proud of this concern and its tremendous, modern plant and equipment. It would take this whole page simply to list the articles made by Pedlar. You can cover the subject by saying "Anything in Sheet Metal." Made right and sold the same way.

TINKER TOM.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. ..-06
Do., barrels ....-05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. kegs. 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—
per gal.
Ad-el-ite, white $4 25
Ad-el-iae, tints 4 00

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralie 5 95
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Sunshine, white 7 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 5 00
Invincible 6 00
Hillcrest 7 00
Amelite A. & E. 8 40
Adelite, A. & E. 6 15
Floglaze 5 00

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .-50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST

Case lots.	Star or 16 oz.	Double 24 oz.
Up to 25	$ 5 50	$ 9 05
26 to 40	6 95	11 40
41 to 50	7 65	12 55
51 to 60	7 95	13 05
61 to 70	8 35	13 65
71 to 80	8 80	14 40
81 to 84	10 30	17 70
85 to 90	10 85	18 55
91 to 95		20 80
96 to 100		22 60

Cut size sheet glass, 75% off November, 1920 list.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal	12 75	13 20
I.V. Perfection 12	75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure ..	12 75	13 20
Red Seal	12 75	13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1. $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal, Toronto

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. ... .$ 0 65
Half-barrels, per gal. 0 70
5s and 10s, per gal. 0 80
1s (1 doz.) 13 00
½ gal. cans, 1 doz. to case. 9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white.....	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint.....	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white ...	3 45
B.-H. Fresconette, colors ...	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors.	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I V. Flatine, int. wall, white.	3 85
I.V. Flatine, int. wal, colors	3 75
Jamieson's Crown Anchor ..	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand. colors	3 60
O.P.W. Canada Brand, floor	3 55
O P.W. Flat Wall, white ...	3 85
O.P.W. Flat Wall, colors....	3 75
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white..	3 95
Martin-Senour, 100%, colors..	3 60
Martin-Senour, porch paint ..	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint ..	3 35
Sherwin-Williams, white ...	3 95
Sherwin-Williams, colors ...	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	3 85
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal...	0 95	0 95
1s, per case. doz. ..	12 00	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz..	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50
H.. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums. per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC Pure White. Pure Orange.
Per Gal.
In bbls. 3.55-4.25 3.15-3.75
Gal. jugs . . . 4.15-4.75 3.75-4 25
F.o.b. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C D" Shingle Stain	1 20	1 40
Canada Paint, ...	1 75	2 00

TAR	Mont.	Toronto.
Coal tar. refined .	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 60
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal.	cans
B.-H. Floors		4 80
B.-H. Maritime Spar		6 03
B.-H. Hard Oil		3 24
B.-H. Gold Medal		4 02
Elastilite		3 85
Granitine Floor Finish		3 85
Hydrox Spar		3 95
C.P.C. Sun Varnish		4 50
C.P.C. Sun Aero Spar.....		4 50
C.P.C. Sun Waterproof Floor.		4 50
Glidden Wearette		4 35
Glidden Floorette		4 35
I.V. Elastica, No. 1		4 89
Do., No. 2		4 48
Do., Floor		4 00
Jasperite Interior and Exterior		3 75
Jasperite Indestructo, floor ..		3 75
Jasperite Pale Hard Oil		2 75
P & L. No. 61		4 00
Jamieson's Copaline		4 00
M-S Marble-Ite Floor		4 22
M-S Wood-Var.		4 06
M-S Durable Spar		5 13
M-S Finest Interior		4 87
Moorlastic Floor		4 25
T. 45 Floor		3 50
Moorvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 10
Mar-not		4 40
Quick Action House		2 60
Rexspar		3 60
Scar-Not		5 13
Solpar, Spar Marine		6 00
Solpar House Spar		4 50
Solpar Floor		4 50
Solpar Interior		3 50
Kyanize Spar		5 15
Kyanize Cabinet Rubbing. .		4 85
Kyanize Interior and Floor..		4 85
Luxeberry light		4 75
Luxeberry granite		4 90
Luxeberry spar		5 65
Ramsay's Universal		3 75
Ramsay's Agate Floor		3 95
Ramsay's 400 Hard Oil		3 25
Ramsay's, No. 720		3 90
"C.D. Big 4" Exterior.....		5 00
"C.D. Big 4" Interior.....		4 50
"C.D. Big 4" Floor		4 40
C. D. General Purpose		4 15
C. D. Furniture		2 25
Dougall Univarnish, clear..		4 40
Dougall Transparent, spar.		4 90
Dougall Transparent, floor.		4 40
Copalite		
Adelite, No. 103, Floor		4 56
Adelite, No. 105, Flat		4 56
Adelite, No. 100, Spar		6 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg..	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.)

	White.	Colors.
Frescota	$7 80	8 40
5-lb. pkgs.	White.	Colors.
Decotint	9 00	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white...	8 75	
Do., colors	9 25	

Hygienis Kalsomine. per 100 lbs.

	White	Tints.
300 lb. bbls. .....$	8 00	$9 00
100 lb. kegs, ...	9 00	10 00
Cases, of 25 pkts. ..	10 50	12 00

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . ..0 09

Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal. .	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	0 40
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 60
Champion white	0 50
Ad-el-ite paste	0 40

F.o.b. Montreal and Toronto.

WHITING
Gilders, bolted, in bbls 3 20
WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.55
F.o.b. Montreal, Toronto, London.

GLASS

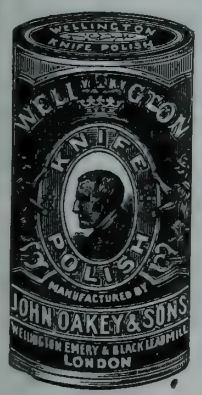
YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG



OAKEY'S "WELLINGTON" KNIFE POLISH

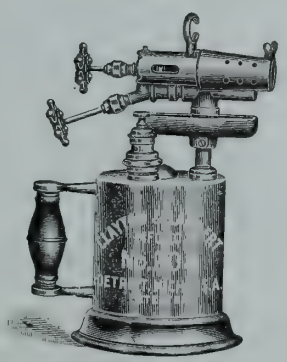
The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & SONS, Ltd.

Manufacturers of Emery, Black Lead, Emery Glass and Flint Cloths and Papers, Etc.

WELLINGTON MILLS
LONDON, S.E.1, ENG.

Agents:
F. Manley, 147 Bannatyne Ave. East
WINNIPEG
Sankey and Mason, 839 Beatty St.
VANCOUVER



No. 208 TORCH.
List Price Each $17.00.
Ask for Discount.

"THE BEST TORCH I EVER USED"

This is the remark frequently made by owners of the C. & L. Double Needle Torches. They are dependable Torches under all conditions of wind and weather. The burner has a powerful generator, producing from 100° to 300° hotter flame than any other make. The upper needle has a wire tip which cleans the orifice. The lower needle regulates. Both needles are blunt—not sharp-pointed—which prevents enlarging the orifice and ruining the burner. Will give better service and outlast two ordinary Torches. Jobbers supply at factory price. Catalog upon request.

CLAYTON & LAMBERT MFG. CO.
10615 Knodell Ave., DETROIT, MICH., U.S.A.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
456 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	188 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol). 11½c

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE
30-gal., each ....$ 10 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 65%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 .... $0 53 lb.

DRILLS
See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.
Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

ENAMELWARE
See Wares

FILES
Globe ... ... Discount 57½%
Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	Net list
⅛, 2½, 3½ and 4-in.	Net list
Nipples, 4 in. and under	40%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN
Per 100 ft.

	3-ply	Multiple
½ in.	$13 00	$21 00
⅝ in.	16 00	.....
¾ in.	17 00	28 00

IRON, GALVANIZED Apollo and "Fleur Premier de Lis"

10¾ oz. or 28 Eng.	$9 85
28 Am. or 26 Eng.	9 45
26 Am. or 26 Eng.	8 95
24	8 80
22	8 80
18 and 20	8 65
16	8 50

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION
20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS
Cold Blast

No. 2 Japaned	13 50
No. 2, Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Do
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $13.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	..$	12 00	$12 75
Empress	....	14 25	15 00
Daisy	....	8 75	9 50
Star	......	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $5.00 base; Winnipeg, $5.65. Cut f.o.b. Winnipeg, $7.25.

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 92
36 in.	10 [illegible]

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—	**Gallon**
Kerosene	0 20½
Gasoline	0 39
White Rose Gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60¼
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	0 60
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 85	$ 9 25
¼ in.	5 40	7 90
⅜ in.	5 52	8 05
½ in.	7 18	9 12
¾ in.	8 58	11 07
1 in.	12 30	15 95
1¼ in.	16 62	21 60
1½ in.	19 90	25 83
2 in.	26 75	34 75
2½ in.	42 30	54 95
3 in.	55 35	71 87
3½ in.	73 23	91 30
4 in.	86 75	110 30
4½ in.	99 50	126 95
5 in.	116 05	148 00
6 in.	150 50	191 98

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

POLISH	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.		20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	**Doz.**
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	**Doz.**
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8. $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$6 00
12 gaugs	6 00
14 gauge	6 05
16 gauge	6 15
18-20 gauge	6 80
22-24 gauge	6 85
26 gauge	6 90
28 gauge	7 15

STANDS	**Each**
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM	**Doz.**
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S	
Little Daisy, per gross	35 00
Little Queen, per gross	53 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.30; Fort William, $6.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME—	**Doz.** Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	**Wood**	**Fibre**
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	**Lb.**
Cotton, 3-ply, cones	$0 38
Cotton, 3-ply, balls	0 43
Cotton, 4-ply, cones	0 41
Cotton, 4-ply, balls	0 45

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.
Colonial Imperial Pearl, 15% off.
Premier Canada Diamond, plus 10%.
Whitewear, 30% off.
Japanned Ware, list, plus 25%.
Japanned Ware, white, list plus 35%.
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 37½ and 10% discount.
Stamped Ware, retinned, 40%.
Pieced Tinware, ordinary, list plus 60%.
Pieced Tinware, copper bottoms, list plus 67½%.
Sheetiron Ware, list plus 52½%.
Light Galvanized Pails, plus 37½%.
Tubs—
Light, plus 37½%.
Heavy, 35%.
Pails and Tubs, plus 37½%.
Jap, Coal Hods, list plus 62½%.
Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	**Per 100 lbs.**
Sectional	$7 50
Solid	7 00

WELL WHEELS	**Doz.**
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 00
12 in.	18 85
14 in	24 00

WHEELBARROWS	**Each**
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

Always Ready	**Black**	**— Dozen— N. P.**
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	**Doz.**
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

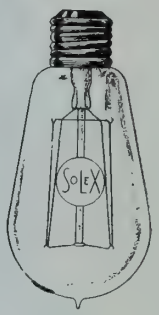
DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

SOLEX
Electric Lamps

Tungsten Lamp

Round Tungsten



Nitrogen Lamp

Lamps That Save Money

Solex Lamps combine quality materials, and superior workmanship. They are brilliant—yet economical, giving a white, intense light closely resembling natural light. Solex Lamps give more light for the same cost of current, to which is added an average life guarantee of 1,500 hours. These efficient lamps save money. There are Solex Lamps to meet all requirements of the home, factory, office or farm.

The Blue Lunar Lamp when illuminated gives a soft and diffused light. A most suitable lamp for window illumination.

All Solex Tungsten Lamps are pure, continuous filament drawn through diamond eyes into a fine, strong wire. Breakage is minimized through springy metal supports.

The Round Bulb Tungsten Lamp will be found in some cases more suitable than the pear-shape. Can be used to fit in smaller electric light fixtures, etc.

The Solex Low Voltage Nitrogen Lamps are specially designed for use on farms. Conserve electricity, yet give a steady, bright light.

Write today for full particulars of this money-making plan.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested tear out this page and place with letters to be answered.

Sales — Profits

SWAN
Weatherstrip

Positively Prevents Drafts

THE SWAN WEATHER STRIP

is made of WOOD and FELT

(PATENTED)

The wood is selected Fir nicely finished. The felt is manufactured specially of lasting quality. Color Green.

Holes are drilled to prevent splitting. Nails are supplied with every set.

The top ends of the side pieces are coved so as to make a neat joint.

A set for a door is composed of two pieces 7 feet long for the two sides, and two pieces 3 feet long for top and bottom.

For shipping it is put up in bundles of ten sets, and weighs 15 lbs.

Sold by

J. H. Ashdown & Co., Marshall Wells Co., Walter Woods Co., Winnipeg Paint & Glass Co., Wood, Vallance Co., Miller, Morse Hdwe. Co., Mackenzie Brothers, Winnipeg.

Also through other leading jobbers throughout Canada.

SWAN
Manufacturing Co.
676 SARGENT AVE.
WINNIPEG

Phone Sher. 805

Brass Well Screens

JOHNSON'S

Fig 2

For use where sand or gravel gets into wells and clogs them.

Johnson Brass Well Screens effectively prevent this. They are skilfully designed with a continuous slot; the inlet is sharply undercut; the brass used is very hard, to prevent "sand-cutting"; And the inlet width is correct for keeping out sand and affording maximum well capacity.

We will gladly send a useful book of valuable information on this subject.

Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue, St. Paul, Minn.

HANDLES

How is Your Stock?

We are prepared to ship you quickly anything in the line of Axe, Hammer, Peavy, and Cant Dog Handles. Ours are made of the very finest of clear, straight-grained Second Growth Hickory, White Ash and Maple.

We take special pains to split our stock the right way of the grain, assuring perfect uniform goods. We also make remarkably good base-ball bats.

Darrah Bros.
Sutton, Que,

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PERFECTLY FLAT GLASS THAT WILL BREAK ON CUT

Have you looked forward to the day when you would be able to procure something better than the cylinder made window glass which is so full of defects?

Have you looked with regret at the growing pile of waste glass caused by uneven breaking under the diamond? Have you ever imagined a PERFECT glass,—one which would forever end your glass troubles?

Some dreams come true, and this is one of them. For we now, without hesitation, and without exaggeration, make this statement—that every sheet of Libbey Owens Flat-Drawn Glass is PERFECT.

Libbey Owens Flat Drawn Glass is Perfectly flat, perfectly annealed, perfectly uniform in thickness. It has a perfect cutting temper, and may be depended upon to break ON the cut. It will never fade; it has a natural fire finish, and is remarkably free from distortion. It puts an end, in one moment, to all your glass problems and difficulties.

You will want to read how this wonderful new flat-drawn glass is made. Send to-day for your copy of our beautifully illustrated descriptive booklet, "The Story of Libbey Owens Flat-Drawn Glass." It is yours for the asking.

Our magnificent new factory in Hamilton, Ontario, is proof of our knowledge of the reception which the retail trade of Canada will give to the first perfect sheet glass ever made in this country.

"There is no Flat-Drawn Glass but Libbey Owens"

LIBBEY FLAT DRAWN GLASS OWENS
MADE IN CANADA

LIBBEY FLAT DRAWN GLASS OWENS
MADE IN CANADA

If interested tear out this page and place with letters to be answered.

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Canadian Hart Products Ltd., Hamilton, Ont.

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Canada Metal Co., Toronto.
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Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
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Maybilt Radiators Limited, Winnipeg, Man.
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Jas. Morrison Brass Mfg. Co., Toronto.
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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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BOX STRAPPING
The Stanley Works, New Britain, Conn.

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The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
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Wilkinson & Kompass, Hamilton.

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Burgess-Norton Mfg. Co., Geneva, Ill.

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Millers Falls Company, Millers Falls, Mass.
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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
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If interested tear out this page and place with letters to be answered.

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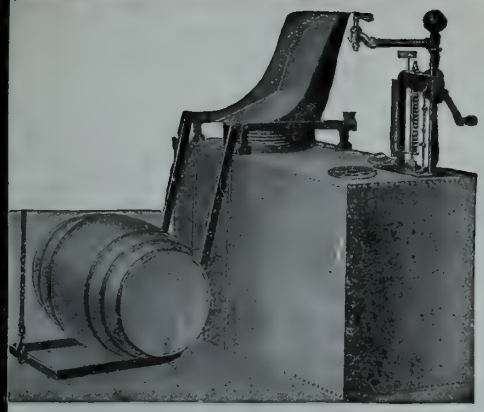
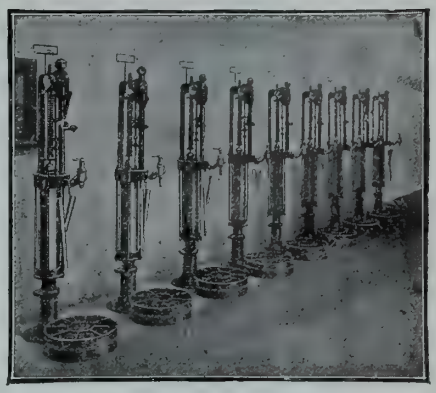


One unit or as many as you want, in a compact row

You want a profit on every sale, and you should have it. But with the present high cost of paint oils you stand a big chance of losing your profits, unless your methods of handling are systematic and free from loss of time, labor and oils.



Pumps on Sales room Floor. Tanks in basement where ver convenient.

BOWSER ESTABLISHED 1885

Paint Oil Storage Systems

prevent paint oil losses. The pumps measure accurate quantities: no over measure, no leakage, no spilling, or evaporation. Everything is exact, systematic and saving. The sooner you install a Bowser System the sooner you will begin to reap the profits from proper storage equipment.

LONDON
32 Victoria St., S. W. 1

HAVANA
Lonja del Comercio 427

S. F. BOWSER COMPANY, Limited
66-68 Fraser Avenue, TORONTO, CANADA
Sales Offices in All Centers Representatives Everywhere

PARIS
5 Rue Denis-Poisson

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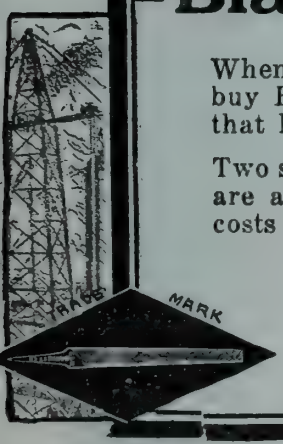
5 Castlereagh Street

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

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Here is a real money-maker for dealers—"Comfort" Flat Iron — "Heats as It Irons."

Every housewife wants one. Spring-time is profit-time. We supply cuts of ads free and pay for first ad in your local newspaper.

Write your jobber

NATIONAL STAMPING & ELECTRIC WORKS
Chicago, Illinois

Heats Itself Sells Itself

Heats While it Irons

"COMFORT" Self-Heating IRON

THE BUYERS' GUIDE

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The National Cash Register Co., Toronto.

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Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

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The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

BUMPERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASEMENT FASTENINGS AND FITTINGS
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

CEMENT, ROOFING
The Barrett Co., Ltd.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD CHEMICALS
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOTHING, ATHLETIC
A. W. Moyer, & Co., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOSETS, CHEMICAL
S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

COKE, FURNACE, FOUNDRY AND DOMESTIC
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Myers Mfg. Co., Dresden, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DECK SCRAPERS
W. Drysdale, Montreal, Que.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Limited, Lachine, Que.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR STRIP
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DUSTERS
Channell, Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The Leeder Mfg. Co., Winnipeg, Man.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.
The Canadian Steel & Wire Co., Ltd., Hamilton.

FENCING, STAPLES AND HOOKS
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIRE SCREENS
Guardian Fire Screen Mfg. Co., Ville St. Pierre, Montreal, Que.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
McClary Mfg. Co., Limited, London, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, CARRIAGE AND AUTOMOBILE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara
J. J. Turner & Sons Limited, Peterborough, Ont.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
The Canadian Edison Appliance Co., Limited. Stratford, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HORSE SHOES
The Canadian Horse Shoe Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd.; Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa
The Sheet Metal Products Co., of Canada, Limited, Toronto.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

IRONS, ELECTRIC
The Canadian Edison Appliance Co., Ltd., Stratford, Ont.
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
Taylor-Forbes & Co., Ltd., Guelph, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co. of Canada, Toronto. Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Limited, Woodstock, Ont.
Maxwells Limited, St. Marys, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MANGLES, CLOTHES
Taylor-Forbes Co., Limited, Guelph, Ont.

MANTLES, GAS
R. M. Moore & Co., Ltd., Vancouver, B.C.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
R. & S. H. Thompson Co., Limited, Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Atlas Iron, Wire & General Metal Works, Toronto.
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto.

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal.
S. C. Johnson & Sons, Inc., Brantford, Ont.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ontario Paint & Varnish Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John.

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Tremont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

PIPE, WROUGHT, BLACK AND GALVANIZED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON ROD PACKING
Dunlop Tire & Rubber Co., Ltd., Toronto.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLANTERS
The Eureka Planter Co., Limited, Woodstock, Ont.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
The Buffalo Specialty Co., Bridgeburg, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE MATERIAL
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILWAY TIE PLATES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.

RIVETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

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STRAIGHTENED RODS
COPPERED AND TINNED WIRE

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Operated by the CANADA METAL CO., Ltd.
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Every advertisement in this magazine is worth reading. It is the product of some concern that is using a modern method of making sales, viz., technical paper advertising, in order to present most effectively to you the leading features of its line.

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Don't miss your opportunities. These advertisements are interesting. Many are distinctly instructive, and a glance through them every month will keep you posted on the latest developments for machinery equipment.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS OF ALL KINDS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain, Conn.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, BLACK STEEL
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.
McFarlane Douglas Co., Limited, Ottawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto,
Fenton Bros., Ltd., Sheffield, England.
The Meriden Brittania Co., Limited, Hamilton, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SLICERS, FOOD
W. Drysdale, Montreal, Que.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, EAVESTROUGH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Eureka Planter Co., Limited, Woodstock, Ont.
The New Perfection Sprayer Co., Galt, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL INGOTS, OPEN HEARTH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TACKS, SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIES, COW
B. Greening Wire Co., Limited, Hamilton, Ont.

TIN PLATES
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TILING, RUBBER
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Thos. Davidson Mfg. Co., Montreal, Que.
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The American Flyer Mfg. Co., Ltd., Chicago, Ill.

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TRIMMERS
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Veneering Co., Acton Vale, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
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Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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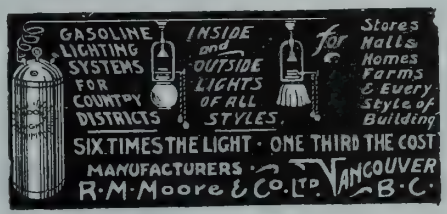

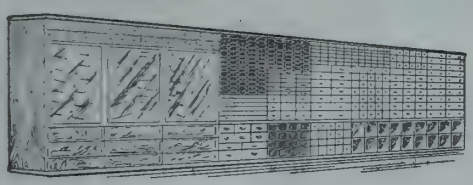

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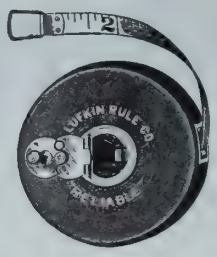

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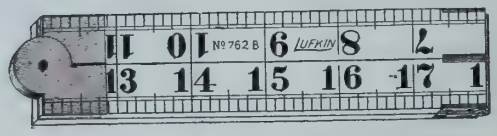

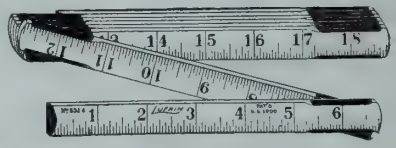

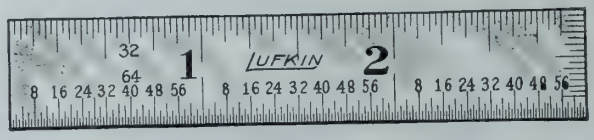

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WINDSOR, ONT.

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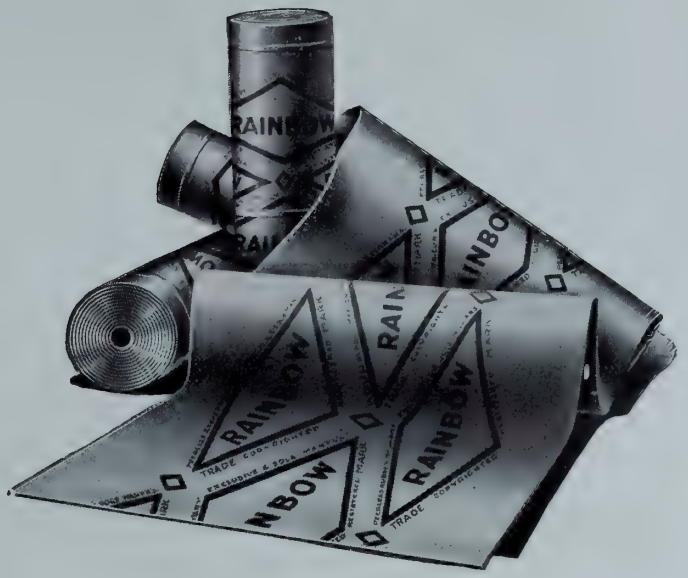


Sales Possibilities

For any hardware business, genuine Rainbow Packing represents a splendid source of profitable business because all steam engineers appreciate its worth. They know the better service it gives in keeping joints tight and in eliminating frequent shut-downs to re-gasket steam lines.

You do well to let every steam plant in your district —large or small—know that you sell genuine Rainbow Packing, and that you can supply their needs without loss of time.

But be sure you see the Diamond Rainbow Trademark on every yard. Your customers have learned to look for it. Genuine Rainbow is made in Canada. Get in touch with your jobber or write direct for interesting proposition to hardware dealers.

CANADIAN CONSOLIDATED RUBBER CO. LIMITED
DOMINION RUBBER SYSTEM
AND ASSOCIATED COMPANIES

Dominion Rubber System

Head Office - Montreal

The Double Grip VICTOR

A modern game trap having all the VICTOR features **your** customers know so well, with the addition of the double jaws which grip high on the animal's leg, in two places, eliminating fur losses through twisting or gnawing out.

You can't afford to sell **your** customers inferior traps. Show them the "V" cut in every pan.

Oneida Community GAME TRAPS

Dominate the Market

Trappers look for the name ONEIDA COMMUNITY, LIMITED on every trap they buy because they know it has stood for the utmost dependability in Game Traps for over 70 years.

Oneida Community Game Traps dominate the market. The only selling needed is to keep them out in front where your customers can see them.

You can be proud to sell Oneida Community Traps because they can be relied on to do more than is expected of them.

The Fall trapping season is almost here!

Oneida Community, Limited

Niagara Falls, Ontario

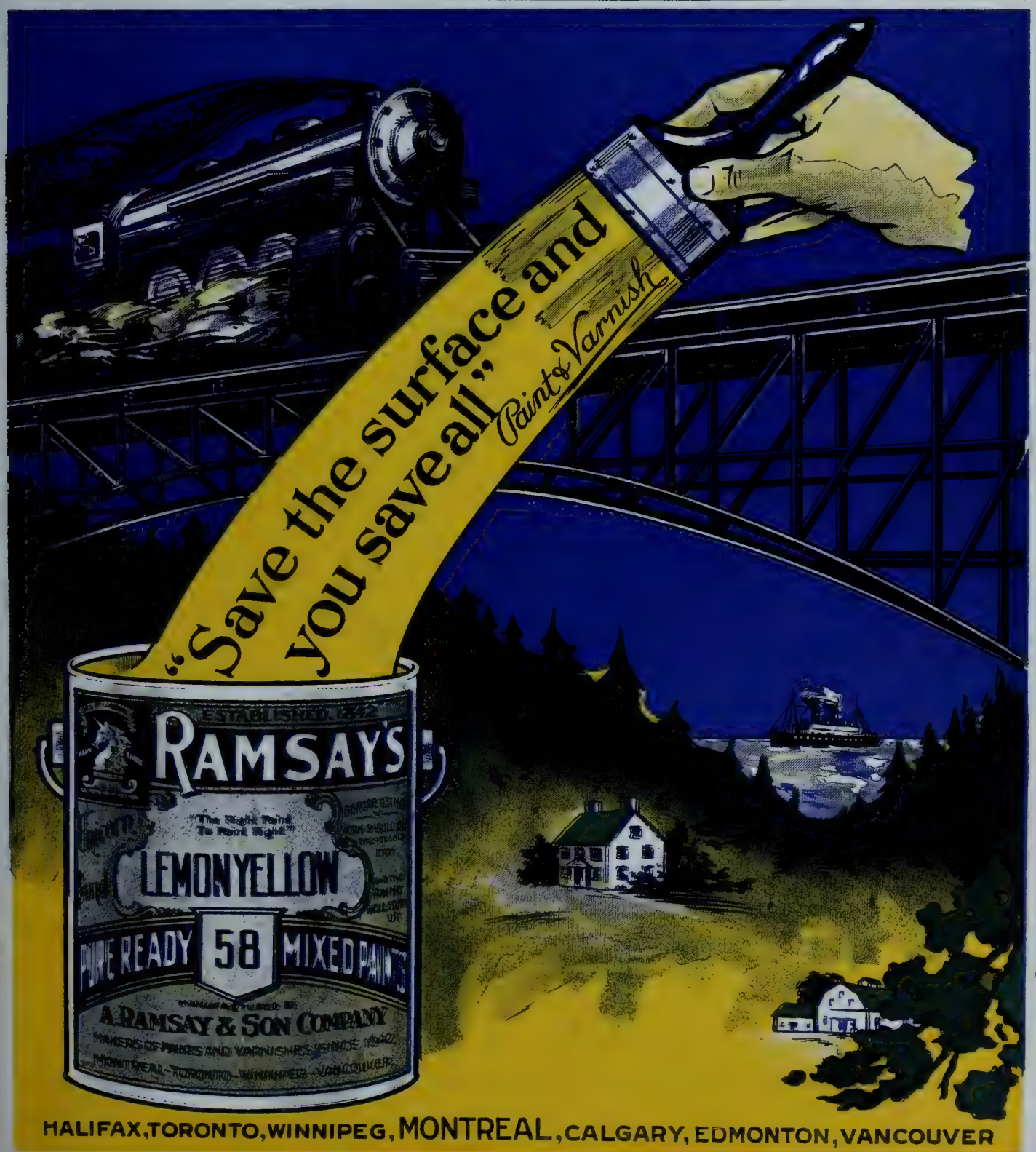
Makers of Victor, Oneida Jump, Hawley-Norton and Newhouse Traps,

Oldest and Largest Manufacturers of Game Traps in the World,

"SAVE THE SURFACE AND YOU SAVE ALL"

Hardware and Metal

Vol. XXXIII. No. 40 THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA October 1, 1921



Dealers Everywhere

have written us commenting on the repeat sales they have had with our new polish. Their customers always come back for more. We have received hundreds of such testimonials, which go to prove that once the housewife has tried Liquid Veneer Mop Polish, nothing else will do. The way it will renew any dusting mop, the wonderful manner in which it transforms dirty, dull, scratched floors, to their original beauty and finish, is a revelation.

LIQUID VENEER MOP POLISH

Goes Twice as Far

You can offer it to your trade with our strong money back guarantee. If it is not entirely satisfactory in every way, they may return what they do not use and you are authorized to refund the purchase price. We in turn, will reimburse you for any so returned.

Our big fall advertising campaign is greatly increasing the demand. Be sure you get your share of the handsome profits.

And don't forget the Liquid Veneer Mop, with the removable swab for washing, full yarn center, extra long, adjustable handle and many other exclusive features. It sells on sight.

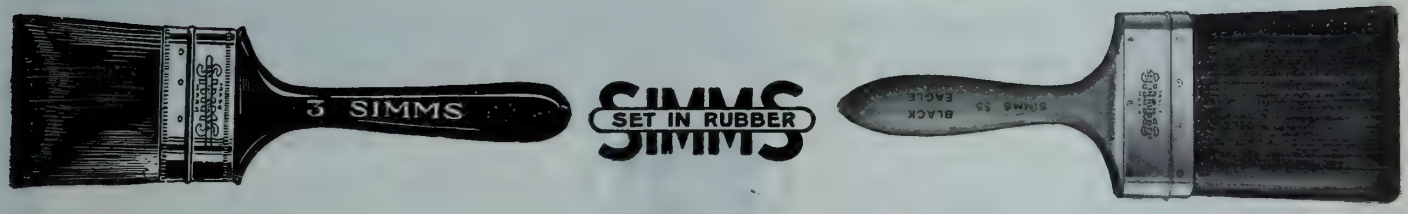
Ask your Jobber or write us for full particulars regarding Liquid Veneer Products.

Buffalo Specialty Company

Bridgeburg, Ontario

'RICE LEWIS' NEWS

Brushes are most important in "Save the Surface and you save all" campaign



DURING the recent Canadian National Exhibition held in Toronto hundreds of thousands of Ontario people viewed the interesting brush exhibits in the Industrial Building. Of the several lines handsomely displayed none attracted more attention than Simms, with their neatly arranged booth showing the large variety of all kinds of brushes for domestic and industrial uses.

With the "Save the Surface" idea becoming deeper seated and Fall painting more in vogue because of the better weather conditions, lack of insects, etc., the hardware dealer should make a bid for paint, varnish and brush business right now.

Cash in on the desire created at the Canadian National Exhibition for Simms brushes by displaying them in your paint windows.

We carry Simms brushes in stock. Sort your styles and sizes now for Fall selling.

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis" Man or Write Direct

If interested tear out this page and place with letters to be answered.

Introducing the PURITAN Oil Heater

SOME months ago we announced that we had obtained exclusive selling rights for Canada for Puritan Oil Stoves. We now take pleasure in announcing that we have just completed arrangements for sole selling rights in Canada for another of the famous Puritan Line --"The Puritan Oil Heater".

Every dealer realizes the absolute necessity of carrying in stock a good grade of Oil Heaters, as the demand for this modern form of heating is becoming greater every year.

Puritan Oil Heaters are safe and simple to operate and being light are easily carried from room to room.

Puritan Oil Heaters will find ready sales. They are the acme of perfection in construction, and are handsome in appearance. They mean the utmost of economy in oil consumption.

Made in one finish only—Black with Japanned Trimmings. Full information, prices, etc., may be obtained from your jobber or direct from us—any size order can be filled at once.

Shipments Made Promptly

SMP "QUALITY"

The **Sheet Metal Products Co.,** of Canada Limited

Montreal TORONTO Winnipeg

Edmonton, Vancouver Calgary.

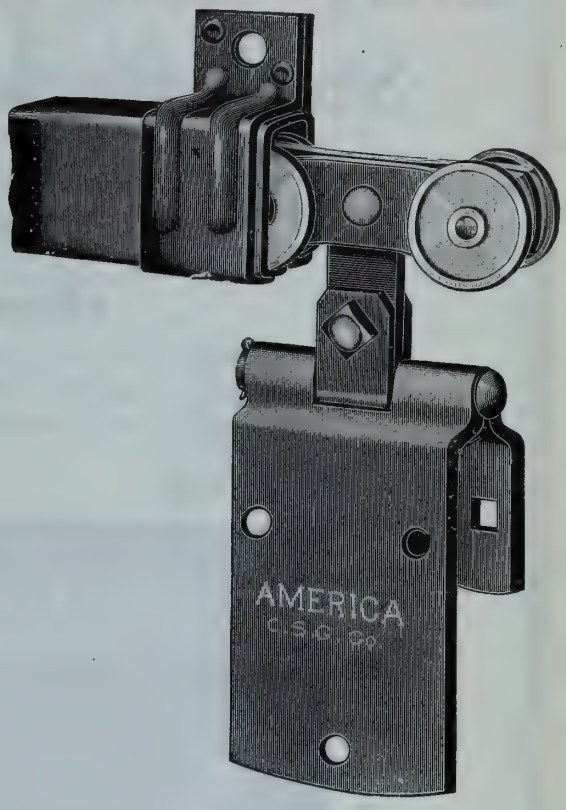
SMP "QUALITY"

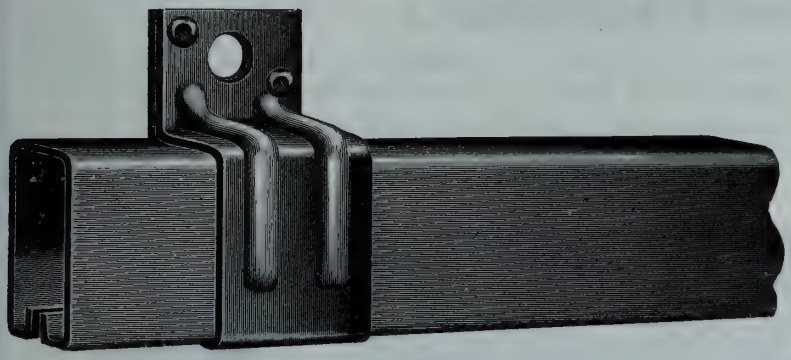
If interested tear out this page and place with letters to be answered.

"America"

Trolley Hangers

The Dealers' Friend





Steel Trolley Track
The "America" operates in the Hatch Trolley track—the only track supported by the famous corrugated track brackets. These brackets are naturally, much stronger and better than ordinary plain track brackets.

The Largest Sales of any Trolley Hanger in the Dominion

If you are not now sharing in the sales of this "best seller" and others of the popular Canada Steel Goods Line, you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in. long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

It Pays You to Handle The C. S. G. Co. Line. Ask Us about It

Canada Steel Goods Co., Limited

Hamilton, Canada

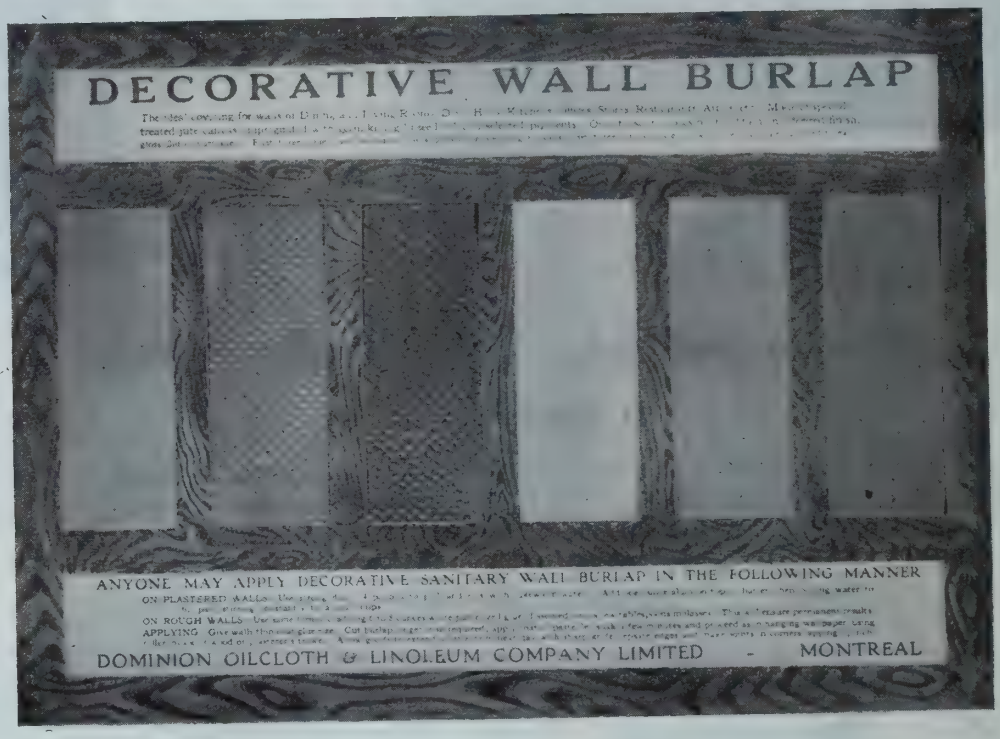
If interested tear out this page and place with letters to be answered.

Every "Save the Surface" Department Should Display One of These Signs

In the first place it will interest the prospective customer who is looking for or who will shortly require this or a similar type of Wall covering. Then the way is paved for your little Sales Talk.

Decorative Wall Burlaps

fit in well when you have a "Save The Surface" Department. They are bound to be asked for. They now cost less than for a long time and it requires only a small amount to install a stock that will meet your customers' needs.



Send For One Of These Signs Now
It Will Make Variety For Your Counter

DECORATIVE WALL BURLAPS are sanitary, attractive, easy to apply, and may be quickly re-painted. They are excellent for use on the walls of buildings new and old. Rolls contain 30 or 60 yards and the widths are 30, 36, 45, 54, 60, 72 and 90 inches.

ORDER SOME TODAY

Dominion Oilcloth & Linoleum Co., Limited

Montreal

If interested tear out this page and place with letters to be answered.

"DURO"

ALUMINUM WARE

99% PURE

CANADA'S MOST POPULAR COOKING UTENSIL

Wide Range to Choose From—Popular Prices

"A few quick selling specialties of the 'Duro' Line."

NO. 40 LADLE

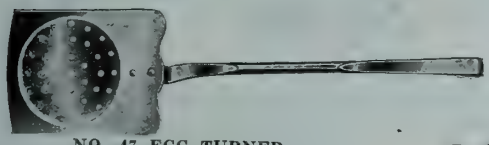
NO. 310 MEASURING SPOON SET

W. D. S. & Co. DURO ALUMINUM

NO. 46 CAKE TURNER

NO. 200 FOLDING HANDLE SAUCE PANS

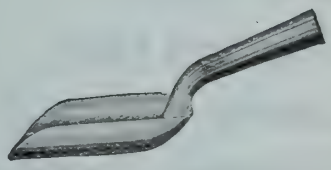
"Indispensable for travelling, camping or sickroom."



NO. 47 EGG TURNER

DURO ALL ALUMINUM CASSEROLE
With 3 qt. Aluminum Insert 8 inch Diameter. With Aluminum Cover.

NO. 132 STRAINER LADLE



NO. 199 HANDY SCOOP

NO. 156—1 qt. SINK STRAINER
NO. 157—2-qt. SINK STRAINER.

NO. 111—1 qt. SOUP STRAINER
NO. 112—2 qt. SOUP STRAINER

"Duro" is setting the pace in the quality race

EVERY PIECE GUARANTEED—LEADING JOBBERS HANDLE "DURO."

Send for trial order—Duro Aluminum Cleanser—Contains six pads steel wool, one cake soap.

"DURO" Is made In Canada by

W. D. SHAMBROOK & CO.

HAMILTON - ONTARIO

REPRESENTATIVES

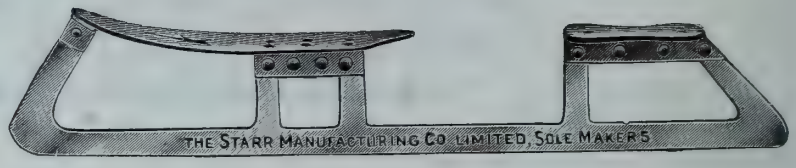
A. T. CHAMBERS, VANCOUVER **L. T. WALLS SALES, LTD., WINNIPEG**

J. R. ANDERSON, 36 ST. DIZIER ST., MONTREAL **ARMSTRONG & PATTERSON, ST. JOHN, N.B., A. F. BURNS, HAMILTON, ONT.**

If interested tear out this page and place with letters to be answered.

HEADQUARTERS IN
Ontario, Quebec and the Maritime Provinces
for

Starr Skates
Hockey Sticks
Hockey Pucks
Skate Straps
Guns, including the famous 'Ithaca' and 'Neumann' makes
Rifles
Ammunition
Rifle Sights
Rifle and Gun Covers
Cleaning Rods
Loading Tools
Compasses
'Daylo' Flashlights
Coleman Lamps and Lanterns
Hunters Axes
Hunting Knives
Three-in-one Oil



All the Leading Styles

It is a sound policy for buyers to go to Caverhill, Learmont & Co. There is the certainty of securing that maximum value at the right price, which is the most important factor in sucessful business development.

'Service' has ever been our slogan and our ability to ship promptly from our complete and ample stocks will mean satisfaction to you.

Are you a Caverhill, Learmont Merchant?

Caverhill, Learmont & Co.
Montreal, Que.

If interested tear out this page and place with letters to be answered.

Make This Test Yourself

LAY a piece of Brantford Roofing (say 4 ft. Square) flat on boards. Throw a shovelful of blazing coals on it. Watch the results—here is what will happen:

1 The **coating** immediately below the coals will melt (as the asphalt blend we use will melt at approximately 250 degrees F.) —BUT the rest of the roofing will not ignite.

2 Gradually the asphalt **saturation** of the roofing will melt, leaving the felt base exposed to the heat—STILL the roofing will not ignite.

3 The **felt base** is now exposed to the heat and will char, or burn if the fire is hot enough, but the charred embers will not blow or carry fire—AND the roofing immediately surrounding the coals will not ignite.

4 When the fire has died out brush the burned-out embers gently aside and you will find that the wood below may have charred but it has not burned through.

Do you want anything more convincing that

Brantford Asphalt Roofing

is the material for your roof.

Here is what A. R. LePage, the well-known builder, of Toronto, says:—

"It might interest you to know that we put your Asphalt Slates to a very severe test on Saturday, June 4th, with the following results:

1 "Although the butts were burned off, they did not blow off the roof to carry fire, notwithstanding there was a very stiff wind blowing at the time.

2 "The Asphalt melted, and ran onto the ground, but did not carry any flame with it.

3 "Although the butts were entirely burned, the slates underneath were not burned, nor was the paper underneath even scorched.

"I may say that this test was made by putting two bags filled with shavings, and a lot of lumber on the roof, fastened in such a way that it could not be displaced until it was burned out in about forty minutes. Over all of this was poured two gallons of coal oil, which ran down through the fire onto the Slates of the roof.

"I feel quite sure that if these shingles are properly put on, according to the specifications supplied by your Company, that they will prove to be a good fire retardent."

See our dealer in your district.

Brantford Roofing Co., Limited

Head Office and Factory, Brantford, Canada
Branches at Toronto, Montreal, Halifax, Winnipeg

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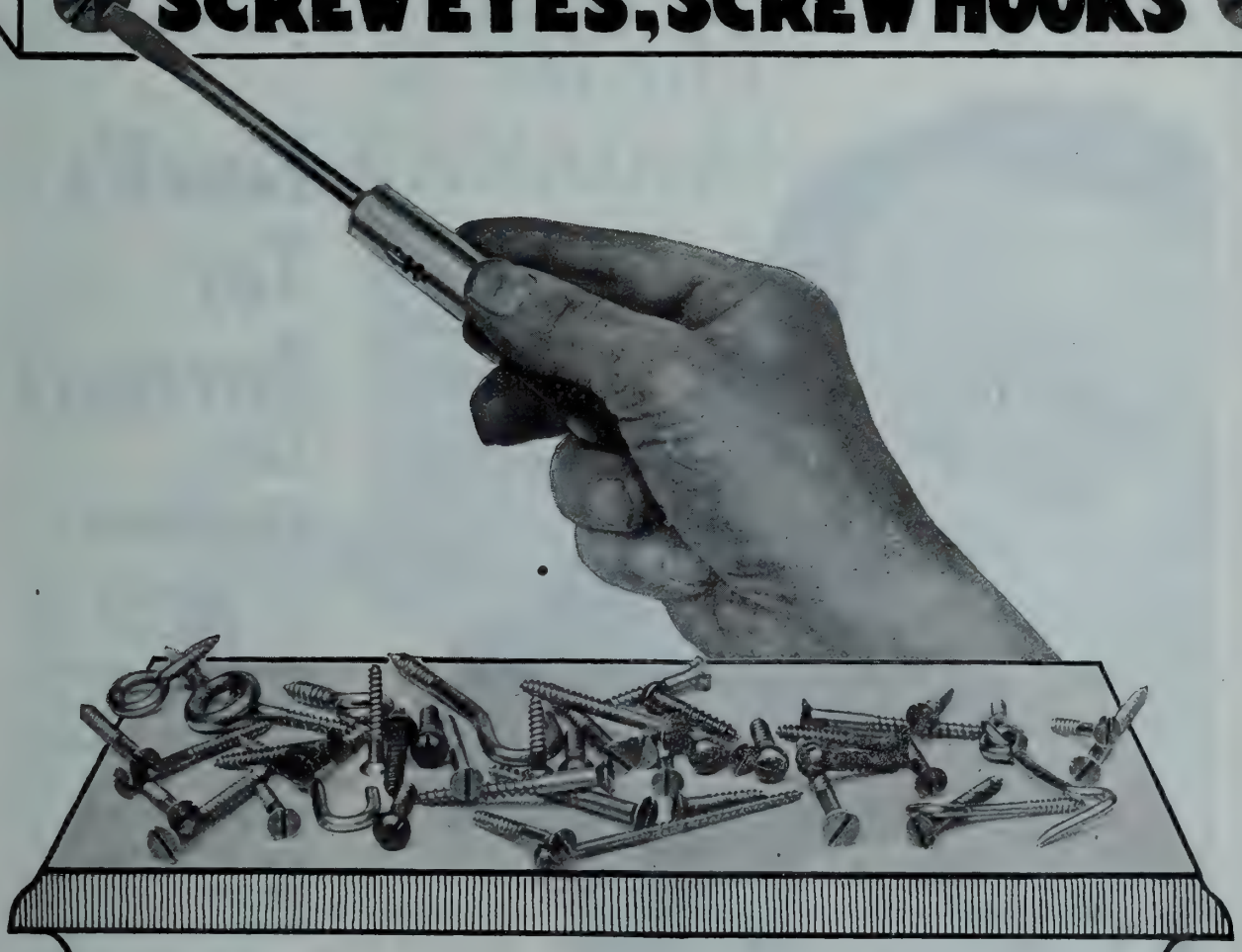
5-51

PLYMOUTH ROPE

SCREWS

SCREW EYES, SCREW HOOKS



We manufacture all varieties of Iron, Steel, Copper, Brass, and Bronze Wood and Machine Screws—finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.

Bissell's Fall-Xmas Offer

AN EXTRA SWEEPER FREE

with an order for a dozen or more. Orders may be placed direct with us or through a jobber for *factory shipment.* Write us or ask your jobber for Fall-Xmas Offer Announcement giving full details.

(This illustration is of a portion of Bissell's Santa Claus Poster, 21 in. by 28 in., lithographed in six colors.)

Bissell's Toy Sweepers *for Christmas*

Just the thing for the Indoor and Holiday trading season. Sturdy, attractive, actually sweep. Retail at 35c and 60c in Eastern Provinces. A few cents more in the west. Yield you good profits. Prices and colored illustrations on request.

BISSELL CARPET SWEEPER CO.

of Canada, Limited, Niagara Falls, Ont. (Factory) and

GRAND RAPIDS, MICH.

Oldest and Largest Sweeper Makers

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

A SMART CANADIAN HAMMER

Number 61½

A Real Nail Puller

A Great Trade Puller

It's of the Diamond G. Breed

JAMES SMART PLANT

Brockville - Canada

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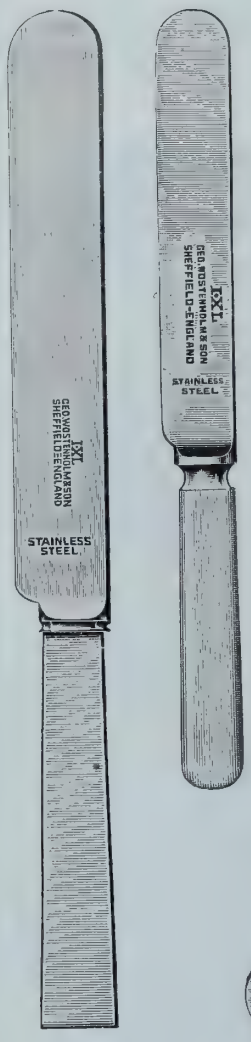
I-XL

Stainless Steel Knives



have now become so popular that no up-to-date merchant can afford to be without them.

We are now making substantial shipments to all the leading jobbers throughout the Dominion and would urge every retailer to see that his clerks have them to offer when required.

Stainless steel is a boon to the housewife as it absolutely does away with the knife board or cleaning machine, yet is always clean and bright for the table.

After extensive experiments we have finally overcome the many technical difficulties in tempering and are now combining all the virtues of stainless steel with a wonderful cutting edge.

Look for I-XL on the Blade

GEO. WOSTENHOLM & SON
Limited

GEO. WOSTENHOLM & SON, Limited
SHEFFIELD, ENGLAND

A. MACFARLANE & COMPANY, Limited
MONTREAL, QUEBEC
SOLE AGENTS FOR CANADA

If interested tear out this page and place with letters to be answered.

Made in Canada

Hart Mower Files

Make Clean-cutting Tools and Clean-cut Sales

Sharp, durable, abrasive quality makes Hart Mower Files supreme. They are honestly made, by Canadian workmen. Your money, and the goods, remain in Canada, helping to build Canadian industry.

The presence of Hart Mower Files in your windows or on your counters is a reminder that induces action and closes sales. Let your customers know that you sell Hart Mower Files.

Hart Products are backed by 34 years' experience in the manufacture of abrasives.

Ask your jobber

Canadian Hart Products Limited
Hamilton - Canada

If interested tear out this page and place with letters to be answered.

Attract Attention— Arouse Interest— Stimulate Desire

The Three Functions of a Good Display

The C.G.E. One-To-Two Plug, conforming to the C.G.E. Merchandising policy of packing wiring devices in individual and artistically labelled cartons, is meeting with an enthusiastic reception everywhere.

C.G.E. Wiring Devices, with their distinctive orange and blue labels, practically sell themselves. For example, by dressing your window with One-To-Two Plugs, you cannot help but develop an excellent display which will have its effect on your cash register. The striking design of the cartons showing the adaption of the plug to one or more of its many uses and the message that it makes "Two Plugs out of One" will attract attention—rouse interest and stimulate desire.

A supply of imprinted folders will be forwarded upon request.

Canadian General Electric Co., Limited

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

Precision Tools

The Reputation of the maker is the best guarantee of accuracy

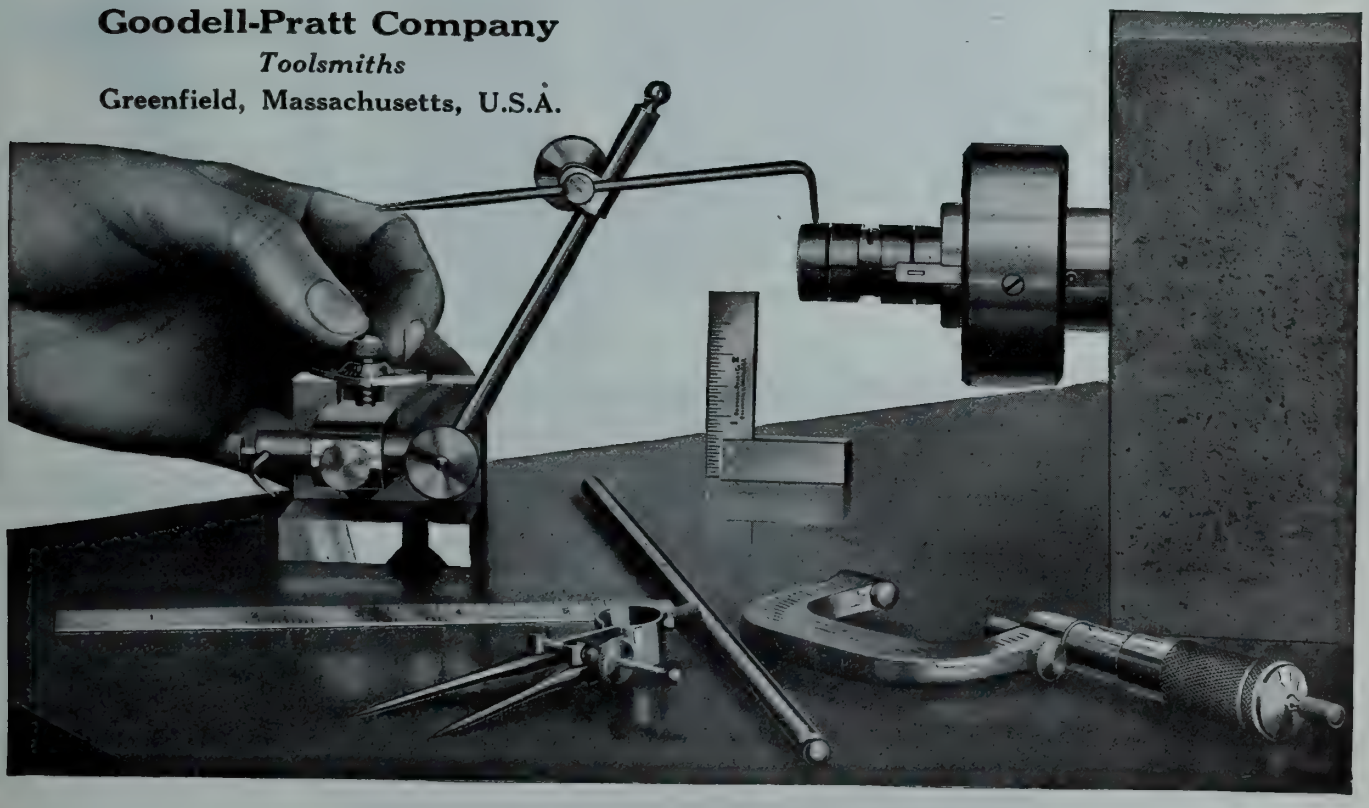
Goodell-Pratt Precision Tools have rapidly acquired an enviable reputation, and a strong demand among particular machinists, on account of their extreme accuracy and exceptionally high finish.

A Broad, Well-developed Line

The Goodell-Pratt line of Precision Tools includes practically every kind of tool that can properly come under this classification. Each class of tools is made in a full and complete assortment and we guarantee the accuracy of every one of them.

Goodell-Pratt Micrometers, Steel Rules and Combination Squares may be obtained with either English or Metric graduation.

Goodell-Pratt Company
Toolsmiths
Greenfield, Massachusetts, U.S.A.



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Important Announcement

ASBESTONOS

BRAKE LINING

Made in Canada
from
Canadian Raw Materials

A Canadian Owned Company
for
Canadian Markets

It is made right in the centre of the principal world's supply of Asbestos—in the Eastern Townships of Quebec. Made under the most perfect conditions—it is a perfect brake lining, and its cost is the minimum.

The Asbestonos Company is an all Canadian Company, which has spared no effort or expense to produce a brake lining which is the best on the market. It has succeeded with ASBESTONOS.

The **wearing life** of ASBESTONOS can be depended upon. The best asbestos fibre produced in the Thetford district is used, and the yarn is interwoven with a double fibre brass wire to give it more strength. After the weaving operation it is thoroughly impregnated with a special compound which renders it impermeable to oils, grease, etc.

The policy of the Asbestonos Company will be to sell through legitimate trade channels. The selling arrangements will be taken care of by Messrs. Richardson & Bureau of Montreal, who are ready to quote prices for immediate deliveries and supply samples, both of the raw white and finished black products.

Asbestonos Company, East Broughton, Quebec.

RICHARDSON & BUREAU

MONTREAL

Sole Selling Representatives

If interested tear out this page and place with letters to be answered.

Millers Falls

Auto Jack—No. 145

WE wanted a jack that would lift a 1½ ton truck. It must be simple in construction. It had to stand firmly on its base and take up little room in the tool box. Lastly, of course, it must measure up to the Millers Falls standard and be worthy of the Millers Falls guarantee.

Having thus decided, we made a jack to fit the specifications. We christened the new jack "No. 145" and put it through its paces. It performed right up to the handle. It had to, in order to win membership in the Millers Falls family of dependable tools. Every Millers Falls Auto Jack is severely tested before it leaves the factory. If one of our jacks fails to give satisfactory service, we replace it cheerfully.

This fine auto tool makes friends for you and for us, and the more friends we have, the more tools we are going to sell. How many jacks do you need, right now, to round out your stock?

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Manufacturers of Carpenters' Tools, Hack Saws and Automobile Tools

Canadian Sales Agent
ADCOCK & BREWER
LIMITED
222 St. James Street
Montreal, Que.

Strong folding handle, extensible to 36 inches

Showing working parts and auxiliary base

The Millers Falls Factories— in the quiet, peaceful Berkshire Hills of New England

If interested tear out this page and place with letters to be answered.

For Accurate Fast— Cutting Efficiency Sell

Butterfield Reliable Tools

Butterfield tools cut fast and require less tool-makers' attention. They are accurate and will duplicate work with precision again and again. Because they are sharp, fast-cutting tools they reduce the amount of power consumed. In fact, every investigation of Butterfield Tools brings to light additional evidence to show that they definitely increase production in the shop or factory with a lower proportionate cost.

Butterfield Tools are made in wide variety. A Butterfield catalog will show you the wide range. Moreover, Butterfield's make special tools to order from suitable working drawings or from samples. Thus hardware dealers are able to turn any inquiry into an order.

Foreign Representatives:
Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue De Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr, Anderson & Co., Malmo; Spain, Casamitjama Hermanos, Barcelona; Japan, Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.; South Africa, H. Parker Wood, Cape Town, Durban and Johannesburg.

Butterfield & Co.,
Division
Union Twist Drill Co.
Rock Island Quebec

BUTTERFIELD

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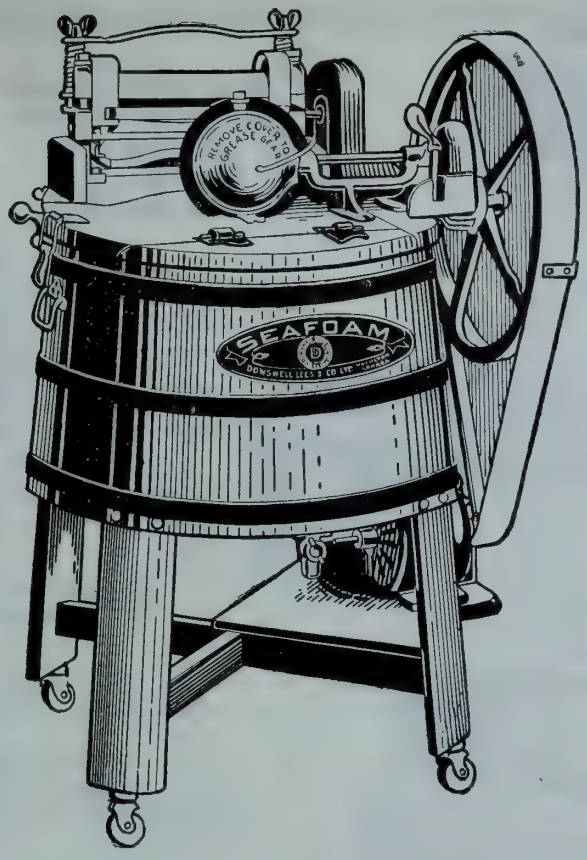


SEAFOAM ELECTRIC

WASHING and WRINGING MACHINE

Unsurpassed washing principle —wooden dolley moving half way around and back forces the hot suds through the clothes and thoroughly washes them in a few minutes.

Cypress tub—nothing to corrode or tear clothes — keeps water hot.

Reversible wringer with highest grade rolls—will start, stop or reverse instantly. Controlled by lever conveniently placed at side of tub.

Safe to operate—as being belt driven the motor is protected against overloading. All gears and flywheel being covered the danger of accidents is removed. Safe for children to be around.

Simple in construction—does not easily get out of order.

Attractively and durably finished. Shipped complete ready to operate on ordinary house lighting service.

Also Supplied for Gasoline Engine Power

Dowswell, Lees & Co., Limited

HAMILTON - CANADA

Eastern Representative:
JOHN R. ANDERSON
Montreal, Que.

Western Representatives:
HARRY F. MOULDEN & SON
Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

"Premier Leader" STEEL RANGE

When talking Stoves and Ranges to your customers always remember that the name "Davidson" is an absolute guarantee of satisfaction. The "Premier Leader" Range has a body of heavy polished steel, protected by asbestos and hand riveted with cone-headed rivets, cast iron tops, centres and covers ribbed.

A contact reservoir can be supplied to attach to either left or right end. Steel Persian closet at top is an extra convenience.

A very moderately priced range of thoroughly reliable quality.

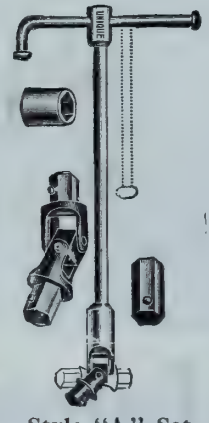
Ask for Booklet No.2

The Thos Davidson Mfg Co Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

LANE'S UNIQUE TOOLS

Unique Universal Socket Wrench Set



Style "A" Set

Mechanics are ready buyers of Lane's New Wrench. They appreciate its utility. It may be used as a Universal Joint Wrench or an ordinary Tee Handle Socket Wrench. The sockets of Lane's small unique Ratchet Sets fit both the Joint and Adapter Pin of the New Unique Universal Wrench. It operates at any angle up to 45 degrees. The sliding handle permits using the wrench in close quarters. Style "A" Set.

MANUFACTURED BY

WILL B. LANE UNIQUE TOOL CO.

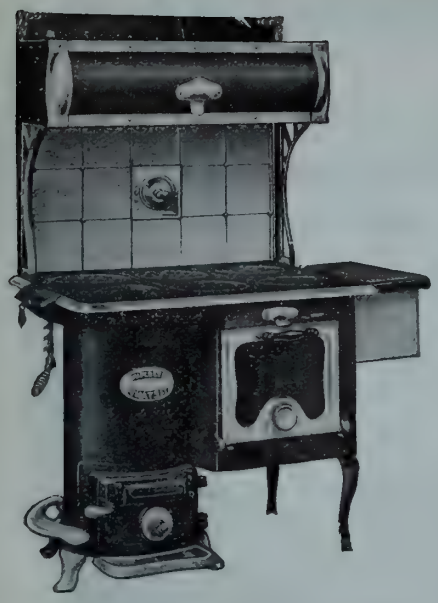
170 W. Randolph St., Chicago, Illinois

Quality Counts

If you sell merchandise that you can stand back of—this merchandise will in turn stand back of you. Which is another way of saying "quality counts."

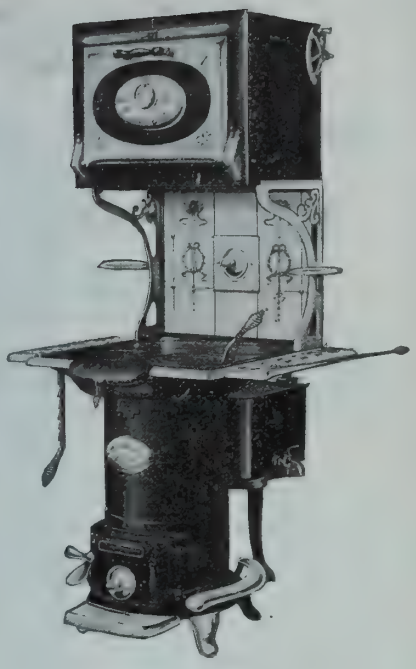
In heaters and ranges for instance, the dealer has the satisfaction of knowing when he sells the Maple Leaf line to his customers that there is nothing made that is better—that the stove will stand up and deliver satisfaction and comfort in big quantities without reserve.

Here are four of the "Quality Members" in the Maple Leaf line.



Maple Leaf "Thatsit"

A side-oven, 6-hole "Quebec" range that leaves nothing to be desired. The heat units are so controlled by the new undertop that the fire must pass under all six covers. The oven is 13¼ x 11½ x 20" deep with balanced spring type drop door, friction catch, non-heating handle and thermometer. It has a broiler lift and a pouch feed door. It can be fitted either with a hot water boiler or copper reservoir and with or without warming closet. This is a stove that is hard to beat.



Maple Leaf Composite

This range is unique—there is nothing like it on the market. There never will be, because of its patented flue system which makes the high oven possible. It is the peer of all "Quebec" heating, cooking and baking ranges. It occupies only a small floor space. It has all the modern attachments. It burns all kinds of fuel and every woman who buys one will help you sell others.

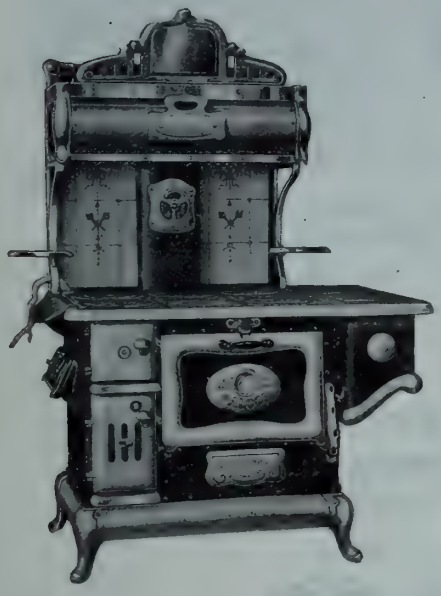
BEACH FOUNDRY

LIMITED

Head Office and Factory

OTTAWA - CAN.

Branches in Winnipeg and Vancouver.

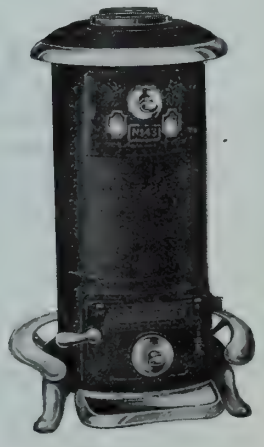


Maple Leaf Falcon

An aristocratic steel range that will back up every claim you can make for it. It is made in several handsome designs which makes it an ornament in any kitchen. It gives perfect satisfaction at all times. The Falcon is both a money-maker and a friend-maker for the dealer.

Dealers---

If your town has no Maple Leaf agency, better write us today.



Maple Leaf Quebec Heaters

There has never been a heat-making machine invented for this northern climate that excels in simplicity and efficiency the so-called "Quebec." It burns any and all kinds of fuel—consumes it completely—extracting every last heat unit. Maple Leaf "Quebecs" are made in many sizes and many designs—all of them are winners.

If interested tear out this page and place with letters to be answered.

A BEACON used day and night by America's foremost retailers of gasoline. Sought by millions of motorists because of its known reputation for honest measure of clean, cool gasoline and quicker delivery. Preferred by owners because of its safety and ease of operation. The Monarch of Gasoline Pumps.

Bulletin 276 HM describes it.

CANADIAN TANK & PUMP COMPANY
121 Adelaide Street **Toronto, Ontario, Canada**

Wayne
TRADE MARK

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Oil Filtration Systems	Oil Burning Systems	Furnaces for Metal Melting Forging and Heat Treating

If interested tear out this page and place with letters to be answered.

Are You Ready to Meet the Demand for Stoves and Ranges This Fall?

We are ready to take care of your requirements and can give you mighty good service in every respect.

We have been manufacturing all summer and have a large stock of Stoves and Ranges of many styles and sizes in our warehouse and can make immediate shipments.

Dealers who handle "Souvenir" Stoves and Ranges get the benefit of our National Advertising as well as our co-operative sales service. Write us for full particulars regarding it and you will readily see why dealers handling "Souvenir" Stoves and Ranges are able to make such quick sales. Our latest catalogue No. 78 describes and illustrates the full line "Souvenir" Stoves, Ranges and Heaters. Copy mailed upon request. We also manufacture the Famous "New Idea" Pipe and Pipeless Furnace.

GRAND SOUVENIR STEEL RANGE FOR COAL OR WOOD

This is but one of the Souvenir Family as shown in our Catalogue No. 78. It is a popular seller and will help you to increase your Stove sales.

The Hamilton Stove & Heater Co. Ltd.

SUCCESSORS TO GURNEY TILDEN CO. LTD.

Hamilton - Ontario

Seventy-five Years' Successful Manufacturing.

Factory Travelling Representative for Quebec Province: Mr. Charles Nicoll, 614 Aylmer Street, Montreal, Que.
Special Quebec Representatives: Montreal Supply Company, Ltd., 16 Craig St. W., Montreal.
Vancouver Representative: 1073 Hamilton St., Vancouver, B.C.
Winnipeg Representative: 134½ Higgins Ave., Winnipeg, Man.

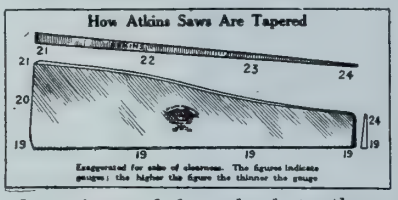
If interested tear out this page and place with letters to be answered.

ATKINS

STERLING QUALITY SAWS

REASONS WHY YOU SHOULD SELL ATKINS STERLING QUALITY SAWS

Sterling Quality Steel is our exclusive formula, and the best saw steel made



Atkins Hand Saws are ground the two-way taper, that is, the cutting edge is the same thickness while the back tapers evenly from the handle to the point and from back to the cutting edge. See illustration.

Segment Grinding

Atkins Cross-Cut Saws are Segment Ground. This gives our saws clearance with very little set. The illustrations show the difference between Atkins process of SEGMENT GRINDING and the imitation.

The Imitation

Atkins Sterling Quality Steel receives our special process of Gas Tempering, which makes it tough and stiff, without being brittle. This is the reason why Atkins Saws will hold an edge longer.

Sell Atkins Saws and you will learn the meaning of "The Finest on Earth."

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

Factory: Hamilton, Ont.

Branch: Vancouver, B. C.

Fall Demands MARBLE'S Outing Equipment

Be ready with Marble's axes, knives, gun sights, cleaners, etc. Marble's goods sold by all first class jobbers—if your jobber can't supply you write direct. Prices are list—liberal discounts.

Field Cleaner

Softest brass gauze washers on steel wire, thoroly clean without injuring finest rifle. Heavy cord, with weight—cleaner attaches to any standard rod. List price $1.00. **Marble's Shot Gun Pull Thru** made same as Field Cleaner, list price, $1.25.

V-M Front Sight.

Sheard Gold Bead Front Sight

Shows up well in darkest timber—will not blur. For nearly all sporting and military rifles, revolvers, etc. List price $1.65

Aim directly at point of impact—object aimed at is not covered up—face and lining Pope's Island Gold. List price, $1.65.

MARBLE ARMS & MFG. CO.

5350 DELTA AVENUE **GLADSTONE, MICH.**

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.

Manufacturers **NEWMARKET, ONTARIO**

If interested tear out this page and place with letters to be answered.

ARE you getting your share of profits, sure and steady, from one of our famous five brands of files?

These files are the standard among file users; they pass over your counter without sales-effort.

You can stock easily from your jobber; we carry large reserves to meet the steady demand.

Specify one of these brands when ordering:

Kearney & Foot - Great Western
American - Arcade - Globe

Made in Canada by:

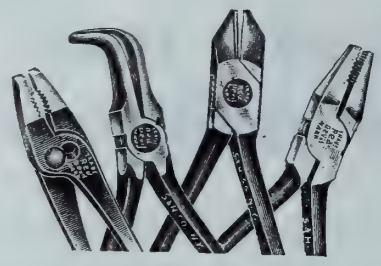
NICHOLSON FILE COMPANY

Port Hope - Ontario

If interested tear out this page and place with letters to be answered.

TRADE MARK Red Devil Tools

Honestly made
Honestly priced
Nationally advertised



National advertising makes them easy selling tools.

Send for complete tool catalogue and trade price list.

Smith & Hemenway Co., Inc.
Manufacturers of "Red Devil" tools
89 COIT ST., IRVINGTON, N. J.

Manufacturers of a complete line of Pliers, Glass Cutters, Hack Saw Blades and Frames, Screw Drivers, Snips, Auger Bits, Cold Chisels, Nail Sets, Wrenches, Chain Drills, Lock Washers, etc

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"

"Ratchet"

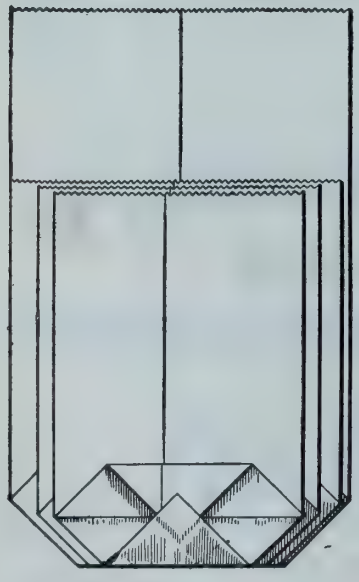
"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

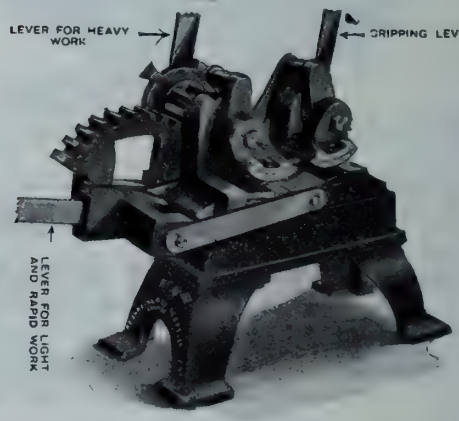
Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.
OTTAWA - CANADA

JARDINE TOOLS

This is a remarkably efficient machine that one man of medium weight can operate with ease on the heaviest work. It has the usual direct leverage for upsetting light to medium tires, and, in addition, a geared leverage that increases the power more than three to one for heavy tires and axles. The jaws are of tool steel, the teeth are machine cut and carefully tempered. This powerful machine upsets any tire up to four inches by one inch, and axles up to one and one-quarter inch.

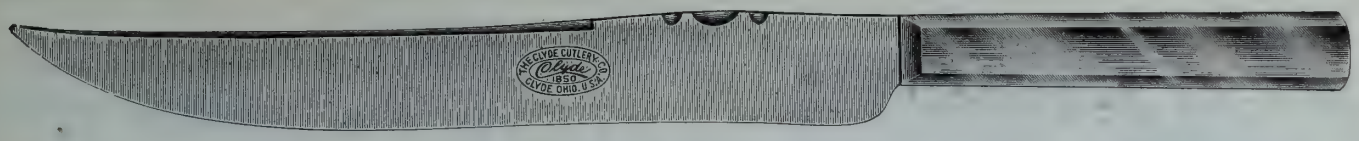
Ask for catalogues.



Tire Upsetter No. 6

A. B. JARDINE & CO.
LIMITED
HESPELER ONTARIO

If interested tear out this page and place with letters to be answered.



No. 7908

TWO HOUSEHOLD FAVORITES

of exceptional quality and finish, that have proven their worth.
No cutlery stock is complete without these two numbers.

This Trade Mark

THE CLYDE CUTLERY CO.
Clyde
1850
CLYDE, OHIO U.S.A.

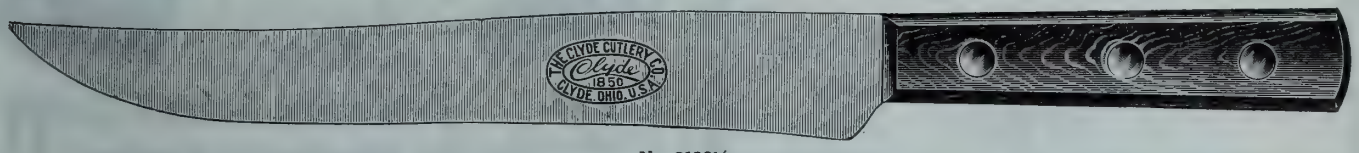
Is Your Guarantee

The CLYDE CUTLERY CO. make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

CANADIAN SALES OFFICE:

ADCOCK & BREWER, LIMITED

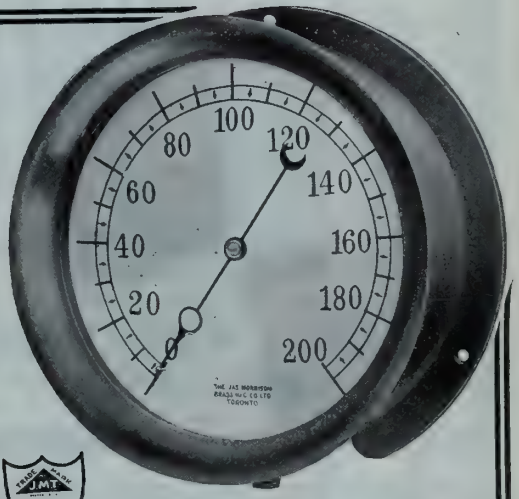
Montreal, Que.



No. 2138½

Sales Built on Confidence

Morrison Gauges



include gauges for every conceivable purpose—for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, Toronto

If interested tear out this page and place with letters to be answered.

Genuine Brass nickel-plated. Light in weight, non-collapsible — leakproof — non-breakable— slow, steady radiation.

"WELLWORTH"

Adapted for convenient contact with any part of the body. Recommended by eminent physicians.

NEVERLEAK HOT WATER BOTTLES

Plain Warmers, Ice Packs
OR
Syringe Reservoirs.

Wentworth Mfg. Co.
Hamilton - Canada

BALE TIES

Prevent Broken Bales And Commercial Loss With

Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

The Laidlaw Bale-Tie Company
Limited
Hamilton, Canada

Agencies:

Norman Jessiman, Vancouver, B.C. — A. T. Diggins, Toronto, Ont. — Harry F. Moulden & Son, Winnipeg, Man.
H. E. O. Bull, Montreal, Que. — M. Bryan, 24 Aldgate, London, Eng.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

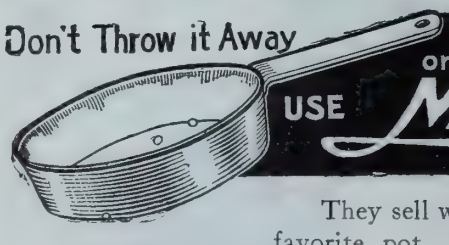
We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Don't Throw it Away



Does Your Granite Dish or Hot Water Bag Leak?
USE **MENDETS**
A PATENT PATCH

Keep Mendets Before Your Customers

They sell while your back is turned. These handy, quick little menders put the favorite pot, pan or tea-kettle in commission again. Almost everybody has leaky utensils they would like to salvage. To suggest this thought makes sales. A display box of Mendets on your counter is a good way to suggest it.

Your Jobber has them—Order today !

Collette Mfg. Company, Collingwood, Ont.

If interested tear out this page and place with letters to be answered.

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

Harris Heavy Pressure BABBITT METAL

ABSOLUTELY

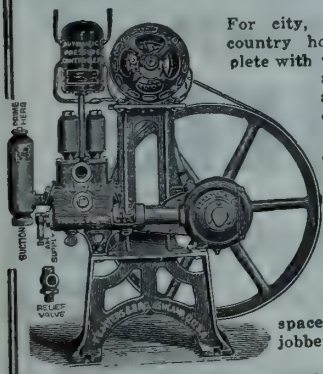
BEST FOR ALL MACHINERY BEARINGS

Hundreds of tons in use.

THE CANADA METAL CO, Limited

WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co., Limited

LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

If interested tear out this page and place with letters to be answered.

UNIMECO WROUGHT WASHERS

We manufacture a wide range of **wrought washers** of every description. Round and square in plain and galvanized.

"Unimeco" washers possess superior quality and unusual finish.

We can also supply you with **Annealed Rivet Burrs** of the same high quality. The "Unimeco" line is a profitable one for you to handle. Write us for information and prices. We ship promptly.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

GOOD PROFITS IN THESE
PNEUMATIC TANKS
FOR FARM WATER SYSTEMS

EVERY FARMER NEEDS ONE OF THESE TANKS

First-Class in every respect Welded throughout and tested thoroughly before leaving our factory

Listen Hardwaremen! We can supply you with this tank, for you to complete with your own pump and fittings, or we can sell you the complete outfit at a discount that will net you a *good profit.* Shipped direct to your customer from our factory. We believe we are the only firm selling these lines through the Hardware trade. *We want your orders —write us for full information re prices, terms, etc.*

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada.

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

If interested tear out this page and place with letters to be answered.

MAPLE LEAF HAND SAWS

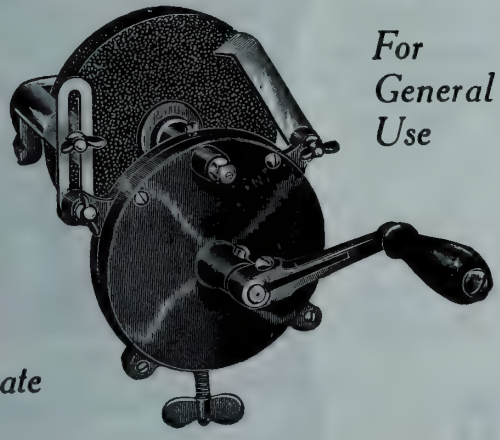
First in Quality and Sales

The first choice of the experienced mechanic when buying saws is the Maple Leaf Hand Saw. He knows he can rely upon it to give the maximum service.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

The Newest in up-to-date Hand Saws is our No. 1914. Combines keen cutting qualities with improved features. Steel blade extends through handle. Unbreakable.

Bull Dog Enclosed Cut Gear Tool Grinders



For General Use

Easy To Operate

A strongly built grinder for general use. All gears and steel pinions are machine cut, entirely enclosed with dust-proof case. All bearings are properly fitted with oilers to insure ease of operation and long life. Baked black finish, with tool rest, slide and bracket. With Vitrified Corundum Wheel. Made in four sizes.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It"

Wheeler & Bain
Limited
Toronto, Canada

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

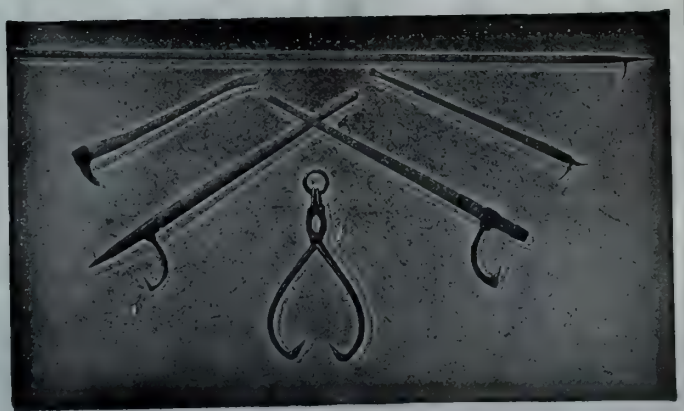
We manufacture all kinds of lumber tools. Light and Durable.

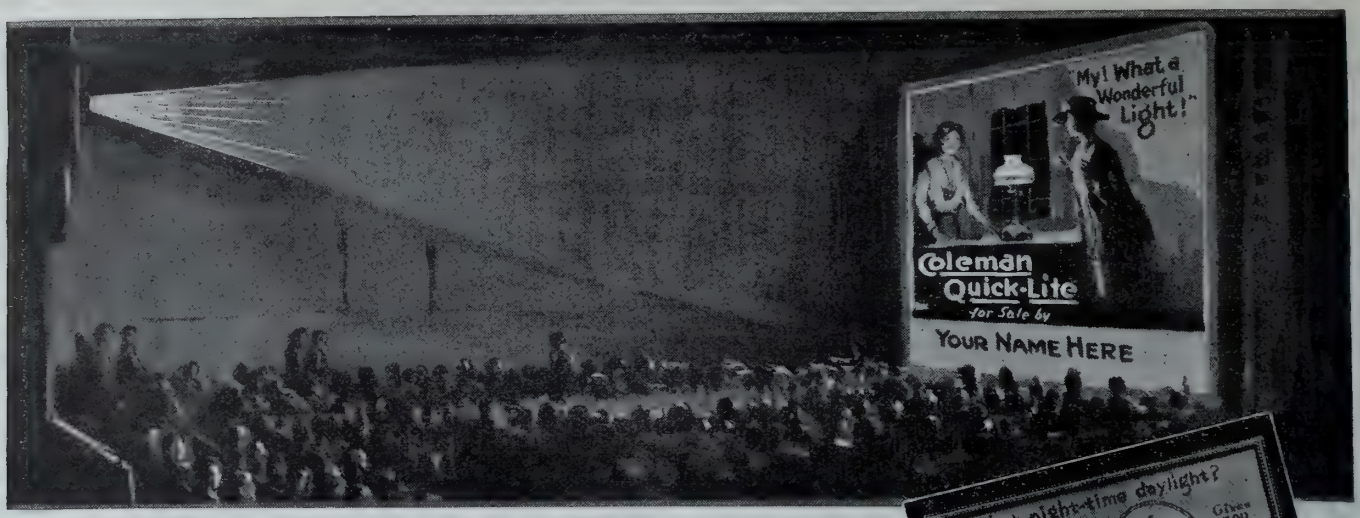
LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

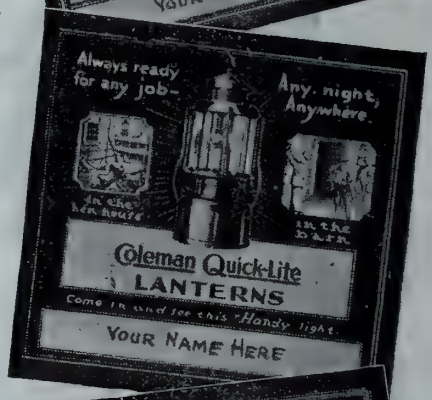
THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario

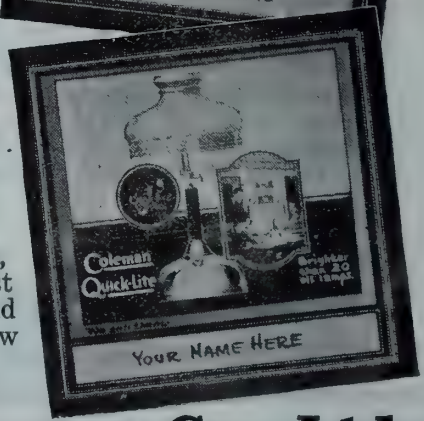




Millions of People
See Moving Pictures Daily!

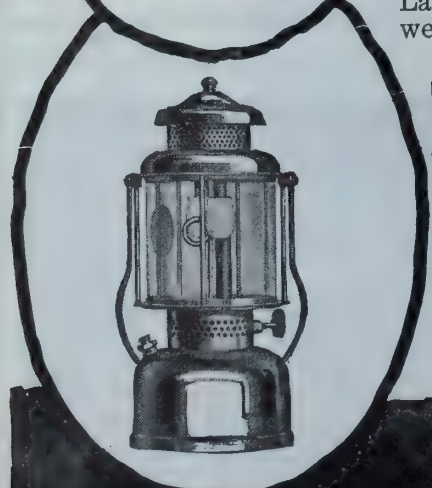
Part of the Coleman Merchant Co-operation service includes supplying you with a series of lantern slides as illustrated opposite. You can tie up with our National Advertising by using these slides. They show Quick-Lites, they sell Quick-Lites, *and you,* to the same folks who read about Quick-Lites in the best magazines and farm papers in Canada. It's Profitable Advertising, keeps your name before the buying public and helps make your store headquarters for merchandise of quality. Use the coupon. Send for your slides now. They are free!





Coleman Quick-Lite
Lamps and Lanterns

If you haven't stocked Quick-Lites as yet, use the coupon below and write us for latest catalog and prices of Quick-Lite Lamps and Lanterns and full information regarding how we help you sell *more* than your quota.



The Coleman Lamp Co., Ltd.

Queen Street East and Davies Avenue **Toronto, Canada**

Sold by more than 20,000 Merchants in Canada and across the border. Used in thousands of Canadian homes—on farms, in town, and cities everywhere.

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII OCTOBER 1, 1921 No. 40

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol XXXIII OCTOBER 1, 1921 No. 40

Arrests Follow Metal Firm's Failure

Broad Dealings in Metals and Exchange by Defunct Firm of N. Brenner & Co., Ltd., Toronto, under Investigation—Officials Charged With Using Company's Assets for Personal Dealings and With Stealing $700,000 from the Company

WHAT will probably prove to be one of the most interesting court cases in the metal trade of Canada for some years, will be the trial of officials of the defunct firm of N. Brenner & Company, Toronto, the arrest of whom has just been made. This company, which dealt largely in metals and futures, failed in November of last year, since which time alleged investments in race horses, houses, automobiles etc., have indicated affluence which was not evident when the assignment was made.

The officials now under arrest include Nathan Brenner, President of the defunct firm; his son Meyer Brenner, vice-president of the company and Gordon Blackford bookkeeper. The first named has been released on bail of $50,000, Meyer Brenner, who was the active head of the organization is out on bail of $100,000 and the bookkeeper on $25,000 bail.

The arrests as ordered by the Crown Attorney on information sworn by unknown parties, were made in a rather dramatic manner by the Toronto police, Meyer Brenner having been arrested while driving home in his car following the afternoon's racing at Woodbine Park, Toronto, and his father being arrested while in a Turkish bath hotel. The charges on which the men were arrested are as follows:—

$700,000 Stolen

"That Nathan Brenner, Meyer Brenner and Gordon I. Blackford in the years 1918-1919 and 1920 at the city of Toronto, contrary to law, did conspire, combine, confederate and agree together and with other persons unknown by deceit or falsehood or other fraudulent means to defraud the public or any persons, firms or corporations who were or might become creditors of N. Brenner and Co. Ltd. by appropriating to their own use or to the use of some one or more of them, the assets of the said N. Brenner & Co., contrary to the criminal code.

"That Nathan Brenner, Meyer Brenner, and Gordon I. Blackford in the years 1918-1919 and 1920 at the city of Toronto did receive or retain in their possession $700,000 in money, the property of N. Brenner & Co. Ltd. and therefore stolen, they the said Nathan Brenner Meyer Brenner and Gordon I. Blackford then well knowing the same to have been stolen contrary to the criminal code.

"That Nathan Brenner, Meyer Brenner, and Gordon I. Blackford, in the years 1918-1919 and 1920 did contrary to law conspire, combine, confederate and agree together and with other persons unknown by deceit or falsehood or other fraudulent means to defraud N. Brenner & Co. by appropriating to the use of some one or more of them the assets of the said N. Brenner & Co. contrary to the criminal code.

"That Nathan Brenner and Meyer Brenner in the years 1918, 1919 and 1920, being directors or members of a body corporate, to wit N. Brenner & Co. Ltd. did unlawfully make or concur in making false entries or omit or concur in omitting to enter material particulars in books of account or other documents belonging to the said N. Brenner Ltd. contrary to the criminal code.

"That Nathan Brenner and Meyer Brenner in the years 1918, 1919 and 1920, being directors, managers or members of a body corporate, to wit, N. Brenner & Co., Ltd. with intent to defraud, did unlawfully destroy, alter, mutilate or falsify books, papers, writings or valuable securities belonging to the said N. Brenner & Co., Ltd contrary to the criminal code.

"That Nathan Brenner, Meyer Brenner and Gordon I. Blackford in the years 1918, 1919 and 1920 did steal $700,000 in money, the property of N. Brenner & Co. Ltd. contrary to the criminal code.

The charges against the bookkeeper, concerning the handling of the books, are as follows:

"That Gordon I. Blackford in the years 1918, 1919 and 1920 did

(Continued on page 64.)

Meyer Brenner, vice-president of the defunct firm of N. Brenner & Co., Ltd., Toronto, holding the bridle of Royal Visitor one of the foremost of his group of race horses.

Canadian Wholesale Hardware Association in Annual Convention

General Sir Arthur Currie Deals with Plans of Universities For More Practical Education on Business Topics—T. M. Birkett, Ottawa, Elected President for 1921-22—Confidence in Business Future of Canada—Value of Trade Papers Emphasized.

THE Annual Banquet of the Canadian Wholesale Hardware Association, following the conclusion of the Annual Convention held at Montreal, was attended by about 150 prominent

COLONEL ROBERT STARKE, of Starke, Seybold Co., Montreal, Retiring President of the Canadian Wholesale Hardware Association.

wholesalers, manufacturers and trade representatives. The guest of honor was General Sir Arthur Currie of McGill University, and former Commander-in-Chief of the Canadian Overseas Forces. Good music, songs, and a splendid dinner combined with a splendid spirt of good fellowship which prevailed, provided a happy evening's entertainment for the representatives of the Canadian Hardware trade.

During the convention groups of representatives from the various branches of the trade held conferences with the Canadian Wholesalers Association.

At the election of officers, T. M. Birkett of Thomas Birkett and Sons Company Limited, Ottawa, was elected president of the Canadian Wholesale Hardware Association succeeding Colonel Robert Starke, of Starke Seybold Company, Montreal, S. Rae of D. H. Howden and Company, London, Ontario, was elected vice president.

The executive committee was elected as follows: Geo. C. Davis, Frothingham and Workman, Ltd., Montreal; Hector Prudhomme, A. Prudhomme and Fils, Montreal; S. R. Kennedy, Kennedy Hardware Co., Ltd., Toronto; W. J. Lawson, Rice Lewis and Son Company, Limited, Toronto; J. Mac. D. Wilson, Chinic Hardware Co., Quebec, Que.; James Hardy, James Hardy & Son, secretary-treasurer.

The banquet held at the Windsor Hotel was presided over by Colonel Robert Starke of Starke Seybold and Company, Limited, Montreal, retiring President. The banquet was one of the most pleasant of the large number of happy affairs of this kind which have been conducted by the Canadian Wholesale Hardware Association.

All present entered heartily into the singing and particularly singing contests held between the various tables. Many complimentary remarks were heard regarding the address of General Sir Arthur Currie. Colonel Robert Starke spoke of the great pleasure which it gave the Canadian Wholesale Hardware Association to entertain their friends each year and to gather together in good fellowship. He also voiced the appreciation of the Wholesalers Association to General Sir Arthur Currie, the guest of honor, and also C. W. Asbury of Philadelphia, for their attendance and addresses.

S. RAE of D. H. Howden N Co., London, Ont, elected Vice-President of the Canadian Wholesale Hardware Association.

T. M. BIRKETT of Thomas Birkett & Sons Co., Ltd., Ottawa, Ont., who was elected President of the Canadian Wholesale Hardware Ass'n. for 1921-22.

General Currie's address to the gathering was as follows:—

"When my good friend, and your much respected companionable confrere Col. Robert Starke, asked me to join you in this banquet tonight I gladly assented, gladly because I enjoy the association with men who represent such a large force in the business life of Canada, and yet I hesitated when he intimated that I would be expected to speak to you, for though you may not think so, I always have a great diffidence concerning my own ability to say anything of interest. I know an after dinner speaker is expected to be amusing and entertaining, and yet so few of them are. Did you ever hear of an edict in vogue in China more than two thousand years ago? We often suspect the Chinese of being backward and out of date, but from time to time, things come to light which prove that in some things their practices or customs were much in advance of ours. This edict made it a crime punishable by death for anyone to attempt an after dinner speech. Rather a sensible edict wasn't it and one worthy of adoption?

"Let me in the first place associate

JAMES HARDY of James Hardy & Son, Toronto, Secretary-Treasurer of the Canadian Wholesale Hardware Association.

myself with all Montrealers in giving you a welcome to our city, and in this connection I shall not infict upon you the rather stale suggestion that Montreal claims as its very own rather exclusive attractions as a convention city. We have many temporary visitors,—no, I did not say temperate—yet such is the charm of the city, such its magnetism, that many of those visitors return to make this their home. Personally, I have been very glad that Fate has decreed that probably the greater part of the life I have yet to live will be spent here, though I confess, a warm spot is still kept in my heart for the great west and the cities by the sun-kissed Pacific. I hold it a great privilege to have such an intimate connection with the great McGill University—our city's pride and an institution of proud traditions and national worth and value.

May I say a word about the University, claiming, as I do, that there is much of common concern between the activities of the university and those of the industrial world with which you have such close and daily association. During recent years universities have enlarged their views of their functions and have realized that they have more direct duties and responsibilities to the community than was formerly felt.

GENERAL SIR ARTHUR CURRIE Dean of McGill University and formerly Commander-in-Chief of Canada's Overseas Forces who was Guest of Honor at the annual convention of the Canadian Wholesale Hardware Association in Montreal.

John Henry Newman in his lectures on "The Ideals of a University" limited its scope to "the diffusion and extension of knowledge" and left to other academies "scientific and philosophical discovery." He defined university training as "the great ordinary means to a great, but ordinary end; it aims at raising the intellectual tone of Society, of cultivating the public mind, at purifying the national taste, at supplying the true principles to popular enthusiasm and fixed aim to popular aspiration, at giving enlargement and sobriety to the ideas of the age, at facilitating the exercise of political power, and refining the intercourse of private life."

The university yet seeks to discharge those functions, "still endeavours to raise the intellectual tone of Society," to "cultivate the public mind, to purify the national taste" but it does not now leave to other academies "scientific and philosophical discovery."

John Stuart Mill once told the University of St. Andrew's that "A University is not a place of professional education" and an equally famous man, a university man, once said "let industry have the brains it wants, get them trained how it wants and where it chooses—any where but here."

All that is changed and rightly so. The university still remains the nursery

HECTOR PRUDHOMME, of A. Prudhomme & Fils Ltd., Montreal, who was elected to the Executive Committee of the Canadian Wholesale Hardware Ass'n. for 1921-22.

W. J. LAWSON, Rice Lewis & Son Co. Ltd., Toronto, elected to the Executive Committee of the Canadian Wholesale Hardware Ass'n. for 1921-22.

S. R. KENNEDY, Kennedy Hardware Co., Ltd., Toronto, elected to the Executive Committee of the Canadian Wholesale Hardware Ass'n. for 1921-22.

of ideals, the home of thought, visions, motives, the world of inspirations but it is linked up more closely and with mutual advantage to the world of facts, deeds, actions and methods—the industrial world. It has realized that these two worlds are but the two halves of existence, that no life can be complete and perfect which does not combine them into a beautiful and profitable harmony. The evolution of Society and its welfare has demanded that we bring these two worlds together, for neither can achieve its full purpose without the other. The university as it formerly stood was only half life. The industrial world was imperfect and incomplete. Every step that has brought them into closer and more effective relations has served the best interests of humanity.

S. H. ALEXANDER, Wood, Alexander & James, Hamilton, Ont., who attended the annual convention of the Canadian Wholesale Hardware Ass'n. in Montreal.

I could dwell for many minutes on the progress and the development of the process of drawing the university and the business world together. Much has been done and much remains to be done. But I desire, before resuming my seat, to make brief reference to one activity of McGill which has appealed and will, I believe, continue to appeal to the business world of Canada. I refer to our School of Commerce.

The Technological departments have won their place and are becoming increasingly useful and valuable. It would be a difficult task to estimate the contribution they have made to the country and to the increase of the wealth of the world. Our Science departments have taught us how to extract the highest possible good from the resources of the world, and in the process to make life endurable and, if possible, pleasant to the maximum number of people. They have taught us how to avoid waste and extravagance, in production, distribution and use. And in this process of extracting Nature's wealth they have taught us how the operation could be conducted with such a margin of economy as would deplete as little as possible the heritage which it is our duty to conserve for our children's sake.

It is a regrettable fact that in the use of every kind of resource, animal, vegetable and mineral, man has been woefully extravagant, partly through thoughtlessness but mainly through ignorance. Mines, water power, oil lands, soils, forests. even the fishes of the sea, have been or are being exhausted and left derelict, in most cases long before they need have been. But science is improving this state of things—surely a task not unworthy of the great and greatest universities.

The science graduates of our universities are the men best trained to lead our industries forward in the direction of higher efficiency, smoother working and increased production. You will agree with me in that.

But we have gone a step farther than the engineering and physical science studies and have set up a department of commercial studies and have provided a curriculum which embraces cultural subjects as well as utilitarian subjects. Let me say, with all emphasis, that, in my opinion, the idea which was at the back of the general cultural doctrine is one of permanent and fundamental value. That doctrine aimed at training the judgment, at reducing a subject to principles, at storing the reason with ideas, the memory with history, but rather left it to chance, if indeed it considered the matter at all, that utility would somehow or other emerge as a by-product. In our commercial course we do not neglect mental culture, mental discipline or mental enlargement, but we aim more directly at utility.

Naturally "Economics" form a large part of the course, not merely the abstract principles of economics which leave you supended in mid-air as it were, but the economics which establish a visible relation to actual business life. We recognize that the economics taught must be more concrete, more descriptive, more statistical and more historical than was formerly given in the old time Arts course. The teaching must come to close quarters with the actual structure of existing economic organization, and deal with the direct question of business success, efficiency and profit making. Business is intensely interesting and presents to men of intelligence a series of problems, to which the University does not pretend to offer a golden key, but which we do endeavour to train our young men to visualize and analyze.

G. C. DAVIS, Frothingham & Workman Ltd., Montreal, elected to the Executive Committee of the Canadian Wholesale Hardware Ass'n.

I daresay we have as yet a tendency to lecture too much about banking and currency and the money market because they are conventionally economic subjects, but Montreal is, we claim, the financial centre of the Dominion and these subjects cannot be neglected. Yet they should not be over-stressed. This is a merchandising centre, a manufacturing centre, even an agricultural centre, and the economics of the needs thus arising are of surpassing interest.

GEORGE CAVERHILL, Caverhill Learmont & Co., Montreal, who attended the annual convention of the Canadian Wholesale Hardware Ass'n. in Montreal. He predicted better times for the Canadian hardawre trade in the near future.

Closely associated with the economic courses are those of Accounting and Accountancy. The latter receives considerable attention because many students after graduation desire to become members of the Chartered Accountants' Association. Accounting is an important subject. It is the understanding of the rationale of accounts, something which all business men should possess. It is another avenue of approach to the questions of Reserves, Depreciation, Costing, Overhead Charges etc., about which the student has heard something in the Economic courses.

Commercial Law is another course, embracing, as it does, relations between employer and employee, law of limited liability capitalization, and all of what we might call industrial law. Modern Languages, French and Spanish in particular—is another course. It is un-

necessary to dwell on the importance of this. French is not only the diplomatic language, but more than one fourth of the people of Canada speak little else. Furthermore, our trade with France is large and increasing as is our trade with the West Indies and South America, where so much Spanish is spoken. You will all appreciate the value of the Modern Language course, because you know how important it is for a business man to have the ability to speak and write and understand the language of those with whom he does business. He is, moreover, better qualified to keep in touch with business conditions in foreign

A. PRUDHOMME, A. Prudhomme & Fils Ltd., Montreal, who attended the annual convention of the Canadian Wholesale Hardware Ass'n in Montreal and extended greetings on behalf of the French Canadian wholesale hardware firms to the delegates.

countries, if he can read the Trade journals published in those countries. And a business man who does not read and study trade journals is "sleeping at the switch".

While giving a course in Modern Languages we do not neglect our own. I believe if Canadian education fails in anything today, it fails in that our English language is not sufficiently mastered by the majority of the students of our schools.

Special attention is given to Mathematics also, but I have detained you much too long already. I wanted you to know that McGill gave a course of Commercial Studies quite thorough and practical. We try to serve the needs of the business man, as well as all other classes in the community and country. We believe that no institution in the State can be so potent a factor in helping in the solution of the problems confronting the country, in assisting in the development and conservation of our resources, in aiding in the organizing of the industries of our land, in guiding and stimulating the thinking of our people, as the university, and for your

OFFICERS OF THE CANADIAN WHOLESALE HARDWARE ASSOCIATION FOR 1921-22

President, Thos. M. Birkett, Thos. Birkett & Son, Co., Ltd., Ottawa, Ont.

Vice-President, Simon Rae, D. H. Howden & Co., Ltd. London, Ont.

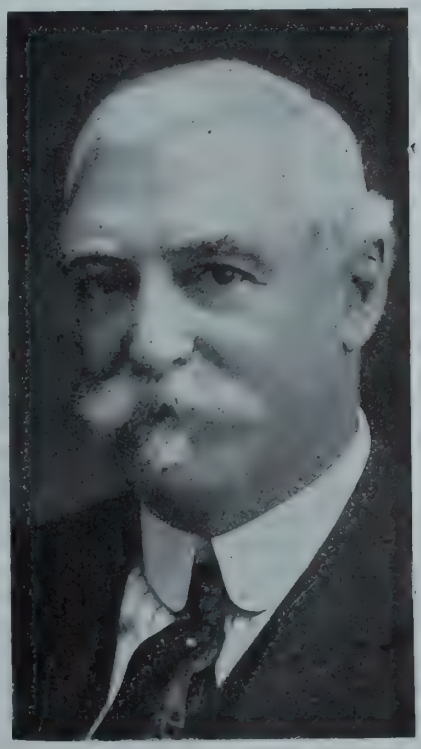
Secretary-Treasurer, James Hardy, James Hardy & Son, Toronto, Ontario.

Executive Committee:—George C. Davis, Frothingham & Workman Ltd., Montreal; Hector Prudhomme, A. Prudhomme & Fils, Ltd., Montreal; S. R. Kennedy, Kennedy Hardware Co., Ltd., Toronto; W. J. Lawson, Rice Lewis & Son Co., Ltd., Toronto; J. Mac D. Wilson, Chinic Hardware Co., Quebec, Que.

support and practical sympathy we confidently appeal."

C. W. Asbury of Enterprise Manufacturing Company Philadelphia was referred to by Colonel Starke as a man who has served the United States in connection with various duties undertaken on the Government's behalf in connection with the war. Mr. Asbury who has had an opportunity of visiting the war-devastated countries paid a most fitting tribute to the Canadians who served and fell in the Great War. On behalf of the United States Hardware Manufacturers and Wholesalers Mr. Asbury also extended an invitation to Canadian Hardware men to attend the big annual convention to be held in Atlantic City, October 17, to 22.

Robert Hobson, President of the Steel Company of Canada Limited, in a brief



ROBERT HOBSON, President of The Steel Company of Canada Ltd., Hamilton, Ont.

address expressed the opinion that the corner has been turned and that business is now on the up grade. Mr. Hobson expressed the opinion that business would experience its ups and downs in the months to come and that there would be temporary reverses and interruptions, but nevertheless in his opinion there was a very strong improved tendency, which would likely show continued improvement. Greater efficiency, more work, and lower wages are vital neces-

COLONEL A. F. HATCH. Canada Steel Goods Co., Ltd., Hamilton, Ont., who in addressing the annual convention of the Canadian Wholesale Hardware Ass'n. warned his hearers of the dangers of free trade and the distribution of Bolshevik literature.

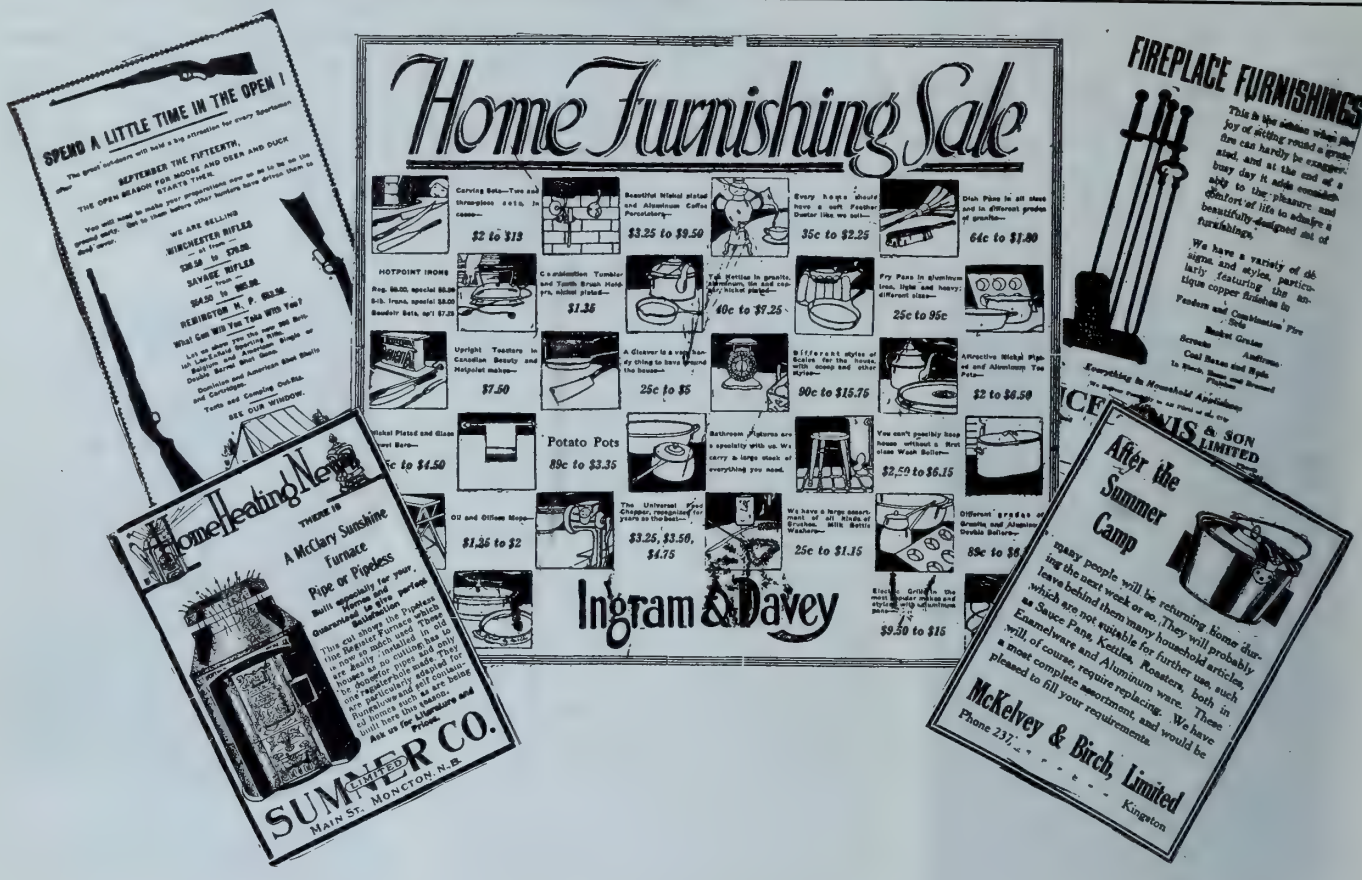
sities at the present time in order to assist in bringing business back to normal. Freight rates and taxes plus extravagance in some quarters, are items which are having a very direct bearing upon costs of all kinds at the present time and are responsible for the so-called high prices on many lines. Iron and steel prices were liable to show advances at any time. Mr. Hobson stated that in view of freight, labor, taxes and other costs, iron and steel could not continue on the present low price level.

Colonel Arthur Hatch, Canada Steel Goods Limited, Hamilton was called on by Colonel Starke to tell a story. The story has been suppressed by the censor, but it caused uproarious laughter in which Mr. Robert Hobson the victim joined heartily. Mr. Hatch in a brief address warned his hearers of the dangers of free trade, the distribution of Bolshevik literature and the underhand workings of a number of organizations which are constantly trying to foment trouble in Canada.

A. Prudhomme of A. Prudhomme and Fils was asked to extend greetings on behalf of the French Canadian Wholesale Hardware Firms. Mr. Prudhomme expressed the great pleasure which it gave the French Canadian **Hardware**

(Continued on page 59)

Advertising Fall Hardware Lines



AMONG the lines of hardware which will require some publicity at this season of the year are Fall housecleaning and housefurnishing lines,hunting and otherFall sporting requirements, stoves, furnaces, fireplace furnishings, preserving utensils, washing machines and accessories, electrical goods, paints, varnishes, lanterns, etc. Many of these lines can form the subject of effective advertising copy providing they are handled to best advantage and an early start will help bring results. A study of various local uses for the articles to be advertised will also increase the effectiveness of the "copy."

In the layout of ads shown herewith there is one dealing with hunting requirements. The Fall hunting season is now under way and the Sumner Co., Moncton, N.B.,suggest that the reader "Spend a little time in the open." It points out that the great outdoors will hold a big attraction for every sportsman when the hunting season for various animals is open. The ad continues, "You will need to make your preparations now so as to be on the ground early. Get them before other hunters have driven them to deep cover." At the foot of the ad are the words "See our window," a statement which helps increase the value of window displays and reults in a bigger turnover of the line dealt with.

An ad by the same firm dealing with furnaces bears the heading "Home Heating News" under which all ads dealing with furnaces etc., appear. This ad states "The cut shows the pipeless one register furnace which is now so much used.These are easily installed in old houses as no cutting has to be done for pipes and only one register hole made. They are particularly adapted for bungalows and self contained homes such as are being built here this season. Ask us for literature and prices."

....

A large number of home furnishing lines are dealt with in the ad by Ingram & Davey, Ltd., St. Thomas, Ont., which is drawn up on checker-board plan. Carving sets, electrical goods, ironing boards, bathroom fittings, utensils, weighing machines, mops, etc., are illustrated and briefly described, with prices shown prominently on each. This ad was used in connection with a special sale of home furnishing lines.

With the approach of colder weather a number of heating accessories at once become seasonable. There is the oil heater and the portable electric heater to take the chill off the rooms during the Fall days and evenings, and the fireplace will also come in for considerable use at this season. The ad by Rice, Lewis & Son, Ltd., Toronto, dealing with fireplace furnishings, states: "This is the season when the joy of sitting round a grate fire can hardly be exaggerated and at the end of a busy day it adds considerably to the pleasure and comfort of life to admire a beautifully designed set of furnishings. We have a variety of designs and styles, particularly featuring the antique copper finishes in fenders and combination fire sets, basket grates, screens, andirons, coal boxes and hods, etc."

The preserving season is still active and due attention can be given this phase of kitchen and utensil trade. Washing machines and accessories come in for some share of publicity at this time of year because in the colder weather the washing becomes much heavier. Blankets and heavy underwear take the place of sheets and the light underwear of summer and the amount of energy required to handle the fall and winter washing is many times that of the summer washing. The housewife will therefore be a good prospect for the purchase of a washing machine at this season of the year. In planning the advertising do not neglect to address some of the arguments to the husband as well because he generally has to be convinced too before the machine can be purchased.

Attention to the various uses for these Fall lines will provide the merchant and the salesman with many effective arguments and suggestions which can be made to produce good returns if used to best advantage. Careful attention to the preparation of "copy" for the ads is an important part of such selling effort.

Realistic Display Attracts Fall Hunters

For realistic arrangement it is doubtful if any line of hardware lends itself as well to display as hunting and other Fall sporting requirements. The above display shows a real knowledge, on the part of the window dressers, of what the average camp of the big game hunter appears like. The tent, fire, utensils, weapons, clothing, etc., are all in their most natural location, just as if the camp was out in the wilds. Perhaps the most unusual feature of the display is the close proximity of the big game sought after, though probably this happens frequently when the hunters are away from camp. Such realistic displays help a great deal to stimulate local interest and secure the attention of those interested in Fall hunting.

THANK YOU

Hardware and Metal has received a number of compliments in connection with the recent publication of the 33rd Annual Fall Number. These complimentary remarks are highly appreciated, particularly in view of the important interests from where they have been forthcoming. The following complimentary paragraph is reprinted from the "Savannah Weekly Naval Stores Review and Journal of Trade" of Savannah, Georgia, U.S.A., a trade paper of foremost authority;—

"A JOURNAL WHOSE SPECIAL NUMBERS ARE FULL OF MERIT AND ATTRACTIVENESS"

"There is not a trade paper that comes to The Review office, or which we have the pleasure of seeing, that excels in the beauty and merit of its special issues "Hardware and Metal," the well-known Canadian journal, published at Toronto, and dealing with not only the commodities its title indicates, but naval stores, oils, etc. as well. Always attractive and interesting this popular journal every now and then favors its readers with a volume that from the standpoint of completeness, value of matter contained, reaches the very highest standard. Its latest special effort is its 33rd Annual Fall Number, a book of 322 pages, replete with trade information and what is of equal interest, trade advertisements that are gems of typography and effective publicity. The interested trades of the Dominion are to be congratulated on having so progressive a public spokesman as "Hardware and Metal."

MANITOBA'S HEMP CROP WILL BE LARGE THIS YEAR

Winnipeg—The hemp crop of Manitoba for 1921, the first year that it has been cultivated extensively, will be large, according to a local company under whose direction individual farmers in the Province seed and grow the hemp. Five hundred tons of fibre will be realized, it is estimated.

INSURANCE OF PARCEL POST

On and after the 1st of October, 1921, parcels posted in Canada, for delivery within Canada, which conform to Parcel Post regulations, may be accepted for insurance up to $100 against loss, rifling or damage while in the custody of the Canadian Postal Service.

The scale of insurance fees will be as follows:

3 cents for insurance not exceeding $5.00.

6 cents for insurance exceeding $25.00. $25.00.

12 cents for insurance exceeding and not exceeding $50.00.

30 cents for insurance exceeding $50 and not exceeding $100.

The insurance fee is to be paid by means of postage stamps affixed to the parcel by the sender.

Parcels for insurance should not be dropped into a box or receiver but should be handed in at the Post Office or to a carrier. A receipt will be given the sender, which must be produced in case of a claim being made.

Registration of Parcel Post will be discontinued on October 1st, the system of insurance taking its place.

Hardware and Metal

Canada's National Hardware Weekly

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ANOTHER increase in prices of certain manufactured cotton goods this week, being the second in the last two weeks, increases interest in the movements of the primary cotton market as outlined fully in a recent issue of Hardware and Metal, at which time predictions of firmer prices of these lines was made.

FORTY-FIVE hardware merchants in thirty Ontario towns were asked what percentage of their total trade was with farmers. An enumeration of the answers indicates that a total of 35 out of those asked had 50% or over of their trade with farmers—a mean average of 62.11% farm trade. This indicates the importance of hardware merchants in towns studying the special requirements of the farm trade.

MUCH unemployment relief should be afforded by the decision of the Department of Railways and Canals to proceed with railway repair work. Not only will this give employment to workers in the railway shops but the placing of orders for steel, comprising rails, repairs and other equipment, which has been authorized, should aid considerably in stimulating mill industry in Canada.

Movement of Copper

IT is being rumored as a possibility that copper may be the next commodity to follow the recent upward turn in cotton. On the other hand such reports may be the work of manipulators. At any rate the present position of copper is interesting. It is estimated that 40,000,000 pounds of copper were marketed in August in America and the forecast has been made that the sale in September will be 60,000,000 pounds. That would reduce the accumulation of copper by 100,000,000 pounds in two months, and would soon necessitate the reopening of refineries. The disposition of copper is largely governed by the extent of general construction and a maintenance of the recent increase in this direction may bring about a renewal of activity in this metal.

No Need to Worry Yet

NEW Customs regulations governing the marking of imports, though postponed in becoming effective from October 1 to December 31, have already brought forth a storm of protest from importers, due to the apparent difficulties of complying with the regulations. The idea of giving purchasers reliable information as to the origin of merchandise is a thought to be unnecessarily onerous. The difficulties in marking imports of iron, metals, etc., are said to be great. The future enforcement of these regulations is, however, somewhat doubtful due to the fact that the matter may be made an issue at the forthcoming general election, so there is yet some time before importers need worry over the matter.

Education and Industry

THE great need for education of a more practical nature has long been realized by business men as something necessary in order to adequately cope with the increasing business problems of the age. In this connection it is interesting to note the statements made by General Sir Arthur Currie, of McGill University, and formerly Commander-in-Chief of the Canadian Overseas Forces, to the effect that during recent years universities have enlarged their view of their functions and have realized that they have more direct duties and responsibilities to the community than was formerly felt. This statement was made in an address to the members of the Canadian Wholesale Hardware Association gathered in convention, and the indication of closer relations between the activities of the university and those of the industrial world received hearty approval. There is no doubt but that there is much of common concern between the great interests of industry on the one hand and education on the other, and with the perplexing problems of big business constantly before the industrial leaders of this age too much importance cannot be attached to the practical education of those who will follow along to take up the burdens of leadership. Already the advantages of certain practical courses introduced as faculties of our various universities and high schools has been felt in the business world and this is evidence of the widespread advantage to accrue from a still wider application of the plan.

Looking the Facts in the Face

THERE are times when perhaps it is well that the edges of our enthusiasms should be dulled and we should take stock of actual condition. We have heard much of Canada's wonderful development. Yet the census figures are rather an indication that we have been talking rather than doing, in this connection. We have heard much also of Canada's wonderful resources and yet the actual facts are at times somewhat disappointing.

At the convention of the Canadian Institute of Mining and Metallurgy at Edmonton, Dr. John McLeish, assistant director of the geological survey, Ottawa, said:

"It must come as a shock to many to realize that Canada is importing minerals greater than her total mineral production, and that at the present time we are dependent on outside sources for fifty per cent, of our coal supply, while in iron we are supplying but five per cent. of our own needs, and in petroleum less than that proportion."

Perhaps no country in the world can look to the future with greater confidence than Canada yet looking to the future good one, but the provisions for carrying it into effect are and idling in the present will not win national success and prosperity in such a period as that upon which the world is now entering. For both settlers and capital we must compete with other prosperous countries also with great potentialities, and we must be prepared to get down to work and place our agricultural and manufactured products in the markets of the world at a price which will bring orders.

Like every other prosperous nation, Canada must produce those commodities which she can produce to the best advantage, in order to sell them in the world's markets at a price which will enable her to buy the goods and materials which she does not produce—and represent a surplus which will enable us to carry the financial burdens which the war has left us.

Methods of Marking Hardware Imports

Not Sufficient to Attach Tags to Imports of Hardware Capable of Being Stamped Without Injury—Name and Address of Maker Not Sufficient

IN view of the fact that the recent regulations governing the marking of imports, will probably be enforced in three months, according to present plans, some details concerning the regulations governing the marking of certain hardware lines is of interest. Hardware and Metal has communicated with R. R. Farrow, Commissioner of Customs and Excise, who advises that articles such as screw drivers, hammers, nail pullers, etc.. which are capable of being marked without injury, so as to indicate the country of origin, will necessarily be so marked after the regulations are effective. It was stated that it will not be sufficient to use a label or tag giving this information. It was further pointed out that the name and address of a manufacturing company is not in itself a sufficient indication of the country of origin. This indication is required to be specific.

The regulations provide that all goods imported into Canada which are capable of being marked, stamped or labelled without injury, shall be marked, stamped, branded or labelled in legible English or French words in a conspicuous place that shall not be covered or obscured by any subsequent attachments or arrangements, so as to indicate the country of origin. Such marking is to be as nearly indelible and permanent as the nature of the goods will permit. Imports which do not comply with these regulations will be subject to an additional duty of ten per cent. ad valorem and will not be released from Customs until so marked.

The regulations will not become effective until December 31, 1921, according to the recent amendment to the Act. Full particulars will be outlined in Hardware and Metal prior to the regulations being made effective.

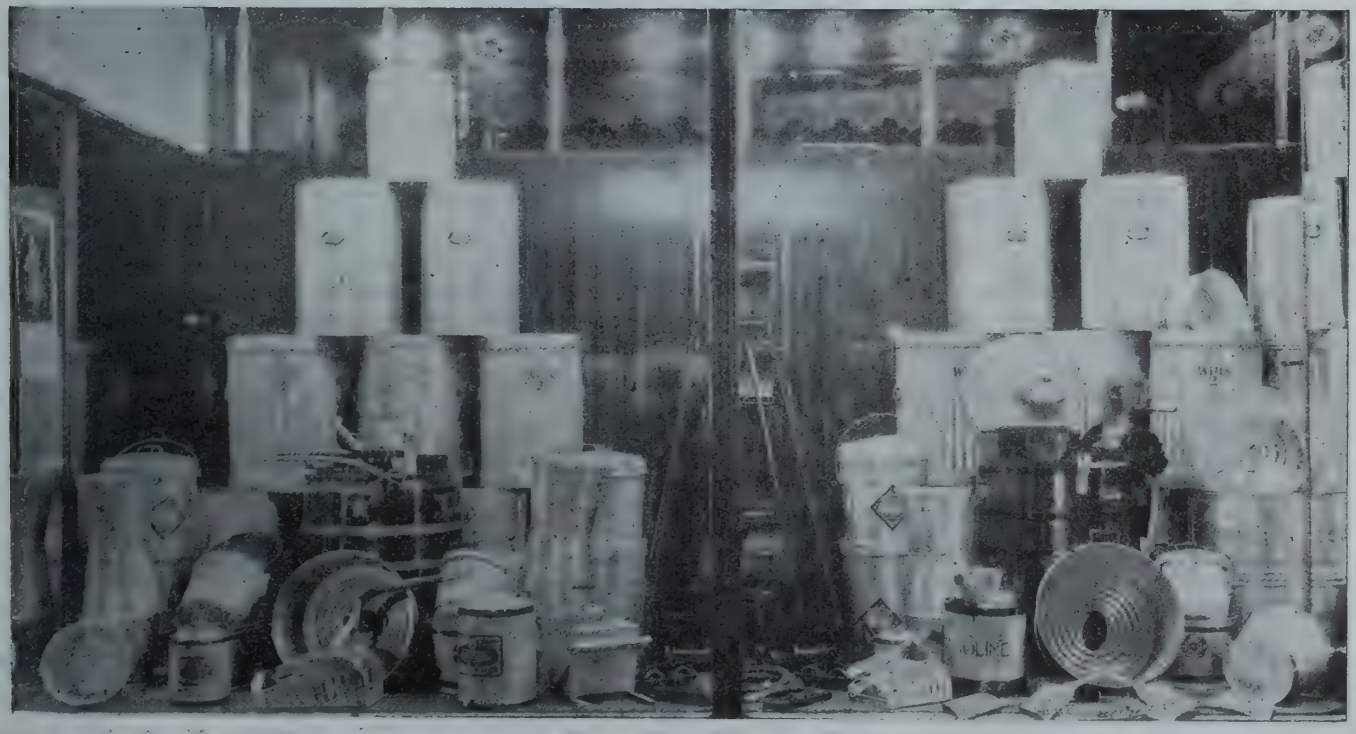
HARDWARE FIRMS AT OTTAWA EXHIBITION

Ottawa, Ont.,—The Central Canada Exhibition this year proved a gratifying success from every angle. From the moment of the opening, throngs passed into the grounds. The Pageant of Progress parade was an outstanding feature of the official opening and in this parade the hardware and metal goods were in evidence W. A. Rankin Limited, took part in this parade. Under the grand stand a new place had been found for the Stove Show while Automobile Accessories and trucks were to be found in the old location in the Howick Annex. In this section the display of automobile hardware by A. Workman, Limited, Sparks Street was notable. A. J. Freiman, Rideau Street, was showing kitchen hardware in the Main Building while aluminum ware was on view in the Pure Food Show. One local firm capitalized by advertising "If you see anything in hardware at the Exhibition, remember we SELL it, come and give us your order."

OTTAWA BUILDING INCREASES IN ACTIVITY

Ottawa, Ont.—A big increase in Ottawa building during the month of September is reflected by the building permits which have been issued this month. To date there have been 68 permits granted, as against 45 for the corresponding period in 1920. The estimated value of the work for which permits have been granted is $380,000, as against $312,255 for September last year an increase of over $68,000.

Furnace Time Will Soon Be Here



Furnace time will soon be here again and many utensils such as are shown in this display will be in demand. Ash cans, coal scuttles, pails, ash sifters, wash tubs, etc., are good lines to feature at this time along with other lines shown, such as carpet sweepers, brushes, etc., for Fall house cleaning.

Events in the Trade

BUSINESS CHANGES

Ottawa Ont.,—Announcement is made of the amalgamation of two hardware and electrical firms of Ottawa, namely, the Currier-Jeffrey Co., and the N. W. McKnight Co. The united company will be known as the Currier-Jeffrey-McKnight Company. The headquarters of the new company are at 126 Queen St.

NEW FIRMS

Toronto, Ont.—Waller Bros. are commencing hardware business at St. Clair and Greenlaw Ave.

OBITUARY

Ottawa, Ont.—D. Gosselin, hardware merchant, is dead.

John S. Irvin, for some years connected with the Canada and Portland Cement Companies, died recently in Toronto.

Brockville, Ont.—After an illness of several months, John M. Gill, for many years associated with the James Smart Manufacturing Company as its President and General Manager, and one of the most prominent residents of Brockville, is dead.

Henry Munderloh, president of Munderloh & Co., Montreal, general importers, including hardware lines, died in Burlington, Vt. Owing to ill health Mr. Munderloh has not taken an active part in business in the past few years.

Ottawa, Ont.—Alexander Fleck, president of the Alex. Fleck Limited, Vulcan Iron Works, Ottawa, is dead. The late Mr. Fleck was born in Montreal 64 years ago and was associated with his father in foundry business. After some time in Galt and Montreal, he returned to Ottawa and with Thomas Stewart bought out his father running the business as Stewart and Fleck. Later he bought out his partner and has been president of the limited company for some years.

PERSONAL

N. C. Baiden, has now assumed the position of manager in the Toronto head office of Lyons & Marks, wholesale hardware specialties. Mr. Baiden has been associated with the sales staff for the past 12 years, and now succeeds to the poition vacated by Mr. Folger.

Savage Arms Corporation has just announced the affilliation of, A. H. Meyerhoff with their New York Executive Offices as Special Representative.

MONTREAL NEWS

Chas. Mott, Canadian Manager, Shell Company of Canada, Limited, was in Quebec city this week to meet Mrs. Mott on her arrival from England. Mr. and Mrs. Mott will make their future home in Montreal.

Commencing next week, E. Bureau, of Richardson and Bureau, Montreal, will spend three weeks calling on the jobbing trade throughout the Maritime provinces.

J. H. Conover, general-manager, and Tom Houghton, sales-manager, The Martin-Senour Co,. Ltd., are leaving next week for the Maritime provinces to visit the Halifax branch and other centres.

J. T. CROWDER
merchant of Vancouver, B.C., elected president of the British Columbia Board of the R.M.A. of Canada.

D. Brewer of Adcock & Brewer, Montreal, is at present calling on the jobbing trade in the Western provinces. Mr. Brewer will be away from his Montreal office until the middle of October.

Edward Goodwill, vice-president of Thos. Davidson Manufacturing Co., Ltd., Montreal, has returned after spending the past three months out of the city owing to ill health. Mr. Goodwill is feeling much better, but is not yet able to resume his complete duties and is at present only spending a few hours at his desk each day.

A. Pinette of Pinette & Jerry, hardware merchants on St. Hubert St., Montreal, joined the benedicts this week. Mr. and Mrs. Pinette are spending their honeymoon trip in New York and Atlantic City.

W. A. C. Hamilton of the Consumers' Cordage Co., Montreal, left this week for a month's business trip through the Western provinces to the coast.

E. Pilou, formerly of Lewis Bros., Limited, has been appointed sales-manager of the National Farming Machinery Co., Ltd., Montmagny Station, Quebec.

J. W. Grant has joined the sales force of Lewis Bros., Limited, and will call on the Gaspe coast trade, the territory for merly covered by E. Pilou.

INCORPORATIONS

Tilt-Lok Steering Wheels Ltd., has been incorporated in Ontario with head office in Toronto, and capital of $200,000 to manufacture automobile accessories.

Bluebird Sales Ltd. has been incorporated in Ontario with head office in Toronto and capital of $40,000 to manufacture and deal in electrical goods.

Feldspar Glass Ltd. has been incorporated in Ontario with head office in Bowmanville and capital of $1,000,000 to handle ores, metals and minerals. Provisional Directors are W. T. Symons, S. Snowden, W. H. Densem, H. R. Bricker and E. S. Wilson.

The Rexhide Leather Products Ltd. has been incorporated for the Dominion with head office in Hamilton, Ont. and capital of $50,000 to manufacture and deal in mill supplies and manufacturers' supplies generally including al eather and metal goods.

WESTERN CANADA NOTES

St. Walburg, Sask. — The hardware store of Lea Jeannette has been sold to Mr. A. Cooper of Yellow Grass. Mr. Cooper will take possession about the third day of November.

RUMOR FORD MAY BUY DOMINION FOUNDRY CO.

Hamilton,—It is rumored that Henry Ford is negotiating for the purchase of the Dominion Steel Foundry Co., Ltd.

MANUFACTURING BRASS TRAYS

Hamilton Gas Mantle Co., Hamilton, are now manufacturing a line of brass ash trays.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICE recessions on wrought iron products, coupled with further increases in manufactured cotton goods, are primary events in the current hardware markets. A new list, No. 53, is now effective on wrought iron and steel piping. Lower price levels are noted on wrought nipples and couplings, also wrought iron washers. A further reduction in wire nail base price attracts attention, while lower quotations are given on sash weights, lantern globes, galvanized shingles, steel ceilings, and stocks and dies.

Manufacturers of agricultural implements have announced price reductions varying between 15 and 25 per cent. Revised quotations also affect closet combinations, bowls and tanks. Easier prices for 1922 bookings are given on ice cream freezers and baseball goods.

The advance in such manufactured cotton products as twines, sash cord, candle wick and clothes lines, further reflect the recent gains on the raw cotton markets. The gain in Fall business is being held, with an improved movement in seasonable lines, especially stoves and furnaces, firearms and ammunition .

MONTREAL MARKETS

MONTREAL, September 29.—The market reports are again featured by revisions in many important hardware lines this week. Revisions are both to higher and lower levels, but the featured change is the price decline on wrought iron and steel pipe. Pipe fittings are also generally revised to lower prices. Another important reduction, to those interested, is on galvanized shingles, siding, crimps, tiles, roofing, and culverts. These lines are now quoted about 10 per cent. less. All kinds of hammers are also lowered approximately 10 per cent., and pipe stocks and dies have new lower prices through a change in discounts. Wrought washers will now sell at less 60 per cent., the former discount being less 50; while drivewell points have new lower net prices. For next season's supplies, the prices on both garden hose and ice cream freezers are announced, and in each case the prices are considerably lower.

NEW LOWER PIPE LIST

Montreal.

Through the issuing of a new list on piping, wrought iron and steel pipe are again reduced in price. The amount of reduction varies on the different sizes, but from 3 to 6 points is approximate. This adjustment adds another revision to the long list of changes since the beginning of the year, wrought pipe having undergone more price lowerings than almost any other line of iron and steel products. It also comes at a time when other commodities in its line are showing a slight firming from the easier tone of the past months.

SASH CORD AGAIN ADVANCES

Montreal.

The continued strength of the cotton markets, and the higher cost of raw material have again advanced the prices on sash cord. New quotations are two cents higher than formerly, and are as follows:

SASH CORD—	Per lb.
No. 6	0 59
No. 7	0 58
8 to 12	0 57

HIGHER PRICES ON COTTON CLOTHES LINES

Montreal.

Cotton clothes lines also come under the advancing market on cotton goods, and are this week again quoted higher as follows:

CLOTHES LINES—	Per doz.
30 ft.	$2 20
40 feet.	2 70
48 feet	3 25
60 ft.	4 05

FURTHER INCREASED PRICES ON WRAPPING TWINES

Montreal.

Further increased prices are also announced on wrapping twines this week. Revised quotations show another advance of two cents per pound, and new prices are the following:

COTTON TWINE—	Per lb.
3-ply, in balls	0 44
4 ply, in balls	0 47
3 ply, in cones	0 42

CANDLEWICK PRICE INCREASED 3 CENTS POUND

Montreal.

New prices announced on candlewick show a further price increase of 3 cents per pound, and present quotation is 53 cents.

COTTON ROPE VERY FIRM

Montreal.

Quotations on cotton rope remain unchanged this week, while almost all other lines of cotton goods show further price increases to those announced two weeks ago. The market is very firm however, and another advance in these prices would not be surprising in the near future.

SCRAP MARKET VERY DULL

Montreal.

There seems little improvement forthcoming in the waste material market, at least not up to the present. Dealers report a dull condition, neither buying nor selling showing much activity. A reported improvement in steel markets is now causing some interest, and if this continues, dealers have every hope that a reflection will be cast on the scrap metals. Quotations continue at former nominal figures as follows:

WASTE MATERIALS—	
Automobile tires	0 75
Rubber shoes	0 02½
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 03 to 0 03½
Lead, heavy	0 04
Lead, tea	0 02½
Light copper	0 07¾
Heavy copper	0 10½
Wrought iron, R.Rd.,No.1 per gr. ton	10 50
Malleable scrap (ton)	10 50
Pipe scrap (ton)	7 00
Heavy melting steel	7 50 to 8 00
No. 2 busheling	4 00
Boiler plate	8 00
No. 1 machinery cast	20 00

CORRUGATED SHEETS REMAIN AT RECENT DECLINE

Montreal

The current quotations on corrugated sheets remain at the lower levels given last week. Through the revising of these quotations from time to time,

these sheets have been gradually reduced in price until at present they are well down in line with the plain sheet quotations. It would seem now that a fairly steady market prevails, as a slight advance has been made in outside markets on the plain iron sheets.

It is yet early to determine whether the new lower prices will result in an improvement in the movement, but, owing to the season now advancing, it is thought little increased sales will result. On the whole, however, the situation is quite satisfactory and the Fall is expected to return a fair amount of business. Following are the present list prices and discounts:

Corrugated—

No. 28 gauge	$7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

STOVES AND HEATERS NOW ON ACTIVE MARKET

Montreal.

Stoves and heaters are now entering the active Fall season. Shipments are being forwarded from the local warehouses, and while sales are not as heavy as last year at this time, they are quite satisfactory. One local manufacturer stated to HARDWARE AND METAL that since the different exhibitions and Fall fairs commenced, increased activity has been noted. These seem to prove more beneficial each year, many sales to consumers being made as well as a great help with dealer trade.

There seems little liklihood at present of a further price change in any lines. The last revision is taking care of present productive costs and it is worthy of note that a slight increase is made on raw materials on the American market. This will not, in all probability, have any direct effect on the situation here for the present, but it leaves the chances of a further revision to lower levels more remote.

GALVANIZED SHINGLES REDUCED IN PRICE

Montreal.

A new price list, effective September 20th, is issued by the manufacturers of galvanized shingles, siding, crimps, tiles, roofing, culverts, etc., showing a reduction in all lines of approximately 10 per cent. The announcing of these new lower prices brings current quotations to a level corresponding with the plain galvanized iron, which has shown reduced figures in the past few weeks. The future trend of these products depends almost entirely on the sheet market, a revision of which in either direction will reflect on the situation of the finished product.

COAL OIL ADVANCES ONE CENT

Montreal.

The current quotation on coal oil has been increased one cent and is now quoted at 19½ cents per gallon. Gasoline prices remain unchanged at 31 and 34 cents.

RANGE BOILERS PRICES ARE UNCHANGED

Montreal.

Although a new list on range boilers would not be surprising—in the hope of causing a settlement on the local market—there is at present no indication of such appearing. For some time past the re-sale prices on boilers have shown a material variation among the different jobbing houses, and it is the opinion of the manufacturers that if a new price basis was established, prices would again become uniform. However, the market has improved in recent weeks, and whether new prices are forthcoming or not, it is expected an agreement will soon be reached among the dealers.

A REVISION IN FITTING QUOTATIONS

Montreal.

Practically all kinds of pipe fitting are this week revised to lower prices through the increasing of discounts. In most cases the discounts have been increased 2½ per cent, although nipples and couplings have been increased 5 per cent on all sizes. These are issued on the new pipe list in effect this week. Pound goods, which are quoted at net prices, show a reduction of approximately 10 per cent on the three classes, while Dart unions remain unchanged. Sales of pipe fittings are fair, the sorting movement continuing in small but numerous orders. Following are revised prices:

PIPE FITTINGS—

Cast iron fittings	20 per cent	
Bushings, cast	27½ per cent.	
Do., malleable	30 per cent.	
Flanges	37½ per cent.	
Plugs	27* per cent.	
Flange unions	22½ per cent.	
Malleable unions	42½ per cent.	
Dart unions, black	29 per cent.	
Do., galvanized	8 per cent.	
Nipples, ⅛ to 4 in. close and short	50 per cent.	
Do., long	60 per cent.	
Do., 4½ to 8″ close and short	40 per cent.	
Do., long	50 per cent.	
Couplings, 4″ and under	30 per cent.	
Do., 4½ inch and longer	10 per cent.	
POUND GOODS—	Black.	Galv.
Class A	0 53	0 6
Class B	0 20½	0 28¼
Class C	0 14	0 21½

HAMMER PRICES REDUCED 10 PER CENT

Montreal.

The various manufacturers of hammers announce a reduction of approximately 10 per cent on their lines. This price decline is effective on machinist, riveting, tinners', sledge and nail hammers.

NEW PRICES ON ICE CREAM FREEZERS

Montreal

The new prices for next year are announced on ice cream freezers. At time of going to press the new net prices were not available, but a substantial reduction has been made on all sizes.

BOILER TUBES STILL ON DULL MARKET

Montreal.

There is little, if any, improvement in the movement of boiler tubes, the smaller sizes constituting what little business that is to be obtained. The following list of prices are more or less nominal, as the various dealers are quoting to obtain the business, especially if the order is of any size. A further general lowering of prices on all sizes would have little stimulating effect, but a general improvement in steel products is thought to be the only factor in improving the sale of tubes. Following are the figures given on the various sizes:

BOILER TUBES—

1 inch	25 00	....
1¼ inch	26 00	....
1½ inch	25 00	....
1¾ inch	28 25	27 00
2 inch	27 80	23 00
2¼ inch	31 35	26 00
2* inch	39 65	28 00
3 inch	46 80	33 00
3½ inch	60 35	41 00
4 inch	81 00	51 75

LEAD PRODUCT PRICES HOLD

Montreal

Quotations on the different lines of lead products continue unchanged, with the tone of the market practically the same as last week. Prices are stated to be well down to bottom in accordance with metals on the primary markets, and a revision to higher prices is more in line than a further decrease, dependent on metals in the ingot stage. These quotations have remained steady for the past few weeks, previous to which reductions were frequently made. Following are present prices:

LEAD PIPE—

Lead pipe	0 12½
Lead waste	0 13½

Note.—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10 per cent. off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Do., 3 to 3½ lbs., sq. ft., lb.	0 10¼
Do., 4 to 8 lbs.	0 09½

Cut sheets ¼c lb extra and cut sheets to size. ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc, sheets, casks	0 11½
Do., broken lots	0 12

STOCKS AND DIES AT LOWER PRICES

Montreal

Through a change in discounts, the net prices on pipe stocks and dies have been reduced. Present discount is 22½ per cent off.

NEW PRICES ON DRIVEWELL POINTS

Montreal.

A reduction has been made in the prices of drivewell points, and 1¼ inch is now quoted at $17.00 dozen; 1½ inch, $27.00.

WROUGHT WASHERS NOW 60 PER CENT OFF

Montreal.

Wrought iron washers have been reduced in price by the discount being changed to 60 per cent off list prices. Former discount was 50 per cent. Broken lots are now quoted less 55 per cent.

NEXT YEAR'S HOSE PRICES ANNOUNCED

Montreal.

Quotations for next year's garden hose are now announced, showing sub-

stantial reduction from the prices of this year. New prices on corrugated and plain are as follows:

GARDEN HOSE—	½-inch.	¾-inch.
3-ply	$ 9 75	$13 00
4-ply	11 00	14 50
Corrugated	16 00	21 00

Corrugated less 5 per cent. for full rolls of 500 feet.

SHEET QUOTATIONS UNCHANGED: MARKET FIRMER

Montreal.

While the quotations on the various lines of sheets are unchanged, the market is now somewhat firmer. The recent announcement of higher quotations by some of the United States mills has caused more interest to be shown on the local market. This is a marked change from the trend of the sheet market since the beginning of the year when prices have been frequently revised to lower levels until to-day they are considered at the bottom when present day productive costs are considered. Local importers and dealers generally are carefully watching the market and it would not be surprising if prices were slightly increased in the near future. This would apply to the American galvanized and black sheets more than other kinds.

Tin plate, terne plate and Canada plates continue to sell well and importers of Welsh plates are now experiencing some difficulty in bringing in supplies owing to delayed shipments. These sheets have sold well this season considering they were off the market during war years.

SLIGHT IMPROVEMENT IN IRON AND STEEL

Montreal.

Current sales locally on iron and steel are reported slightly more numerous than in the summer months. This is expected at this season and a continued improvement is looked for. The market as a whole can be said to have shown improvement in recent weeks as both consumption and production have been slightly increased. As in the sheet market, prices on bars are considerably well down to bottom prices, and while there is no sign of an increase in quotations, it is felt by some who are well informed that the next revision will be in the nature of an advance.

INGOT METALS ARE STEADIER

Montreal.

The general tone of the ingot metal markets is fairly steady and while there is no marked change in prices, the feeling is, if anything, somewhat better than has been ruling recently. Consumers are showing slightly more interest, and it is hoped the present improvement will continue.

TIN—Tin remains steady on the London market and is quoted higher than last week, although with the large stocks available, no great advance can be expected. Local price remains at 34½ cents.

COPPER—London ruled slightly higher this week, with New York steady at 12¼ cents for electro. There are no special features of interest but the market generally is in a steady condition, and there is no sign of any weakness. Locally casting is firmer at 16¾ cents, with electro at 17 cents.

LEAD—The London market continues irregular with no special trend in either direction. but the American market is firmer. There is no marked change looked for and the local market is steady at 6½ cents.

SPELTER—East St. Louis has stiffened appreciably during the past week with spot now quoted at $4.30 as compared with $4.15. London is also stronger and the market generally has a firm tone. Local price is unchanged at 7½ cents.

ANTIMONY—Cables from China indicate a firmer tone there which is reflected to some extent in New York, although stocks there are still quite ample. Local market remains at 7½ cents for Chinese, 8½ cents for high grade English.

ALUMINUM—Aluminum is quiet with little movement and little interest shown. Present quotation is 29 cents.

TORONTO MARKETS

TORONTO, September 29.—Price readjustments to both higher and lower levels are again important features in the current hardware market reports. The higher quotations chiefly affect manufactured cotton goods, such as cotton and seine twines, cotton clothes lines, sash cord, and candle wick. Marked reductions in quotations are noted on wrought iron and steel piping, wrought nipples and couplings, wire nails, sash weights, Ruby lantern globes, wrought iron washers, galvanized shingles, and steel ceilings, both miscellaneous and standard plates.

Revised prices are also in effect on closet combinations, bowls and tanks, while reductions are announced by the manufacturers on agricultural implements. Ice cream freezers and baseball goods for the season of 1922 also have lower price levels.

The gradual improvement in general business which has been recorded since early in the month, is being held. Fall sales are good in many seasonable lines, especially rifles and shot guns, cartridges and shells.

FURTHER ADVANCE OF 2 CENTS PER LB. IN SASH CORD PRICES

Toronto.

Higher prices again rule on hercules sash cord, the current readjustment in quotations showing another increase of 2 cents per lb. This change brings the prevailing prices to 59 cents per lb. for No. 6; 58 cents per lb. for No. 7; and 57 cents per lb. for No. 8. These revisions are contained in the current market quotation pages.

COTTON TWINE PRICES AGAIN HIGHER

Toronto.

Further increases are announced this week in prices on cotton wrapping twines. The revised quotations show an advance of from 2 to 3 cents per lb., and the current change brings the cost of 3-ply twine in the 5-lb. sack to 47 cents per lb., and increases the price on the 4-ply, in cones, to 45 cents per lb. The revisions are also shown on the current market pages.

CLOTHES LINES COST MORE

Toronto.

In conjunction with the current price advances on manufactured cotton goods the quotations on cotton clothes lines are also increased, according to announces recently received.

The new advanced quotations on cotton clothes lines are as follows.

40 feet	$2.80 per doz.
48 feet	$3.35 per doz.
60 feet	$4.20 per doz.

COTTON WASTE PRICES FIRM

Toronto.

While prices on cotton wastes are at present unchanged, and locally are holding at the levels which became effective in June, some price advances have been made in southern waste markets, and a firm tone exists in cotton generally. The higher price of the raw material, coupled with the recent advances in prices on manufactured cotton goods, has developed the strong undercurrent in wastes. However, dealers state that if cotton wastes were locally in steady or increased demand, prices would undoubtedly have advanced. There is however, no wish on the part of dealers to retard what business is now evident in wastes by higher quotations; but based on the present cost of raw cotton, advanced prices on wastes will likely be in order as soon as present stocks are consumed.

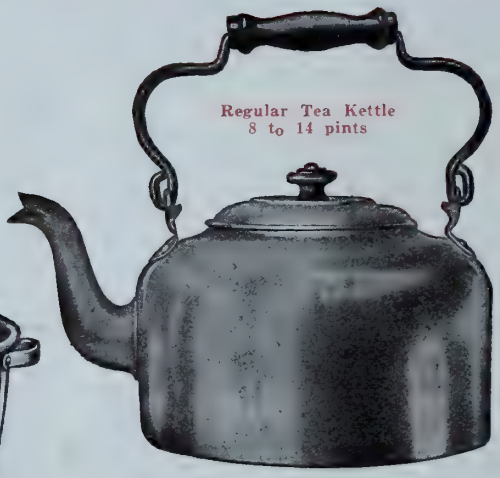
WASTE—		per lb.
Cream, polishing	0 19½	0 20
White, cotton.		
XXX		0 18½
XX		0 16½
X		0 15½
XC		0 14½
XXX extra		0 17
XX grad.		0 16
XLCR		0 15
X empire		0 14
X press.		0 13
Colored, cotton.		
Fancy		0 14
Lion		0 12½
Standard		0 11
Popular		0 10
Keen		0 09
No. 1.		0 13½
No. 7.		0 12½
No. 1A.		0 11½
No. 1B.		0 10½

Above lines subject to trade discount for

(Continued on Page 50)

The Name "Oakville" is a Guarantee of

Preserving Kettle
6 to 24 pints.



Regular Tea Kettle
8 to 14 pints

Berlin Kettle
3 to 20 pints

Perky Teapot
3 to 4 pints

WARE MFG. CO. LTD.
OAKVILLE
PURE ALUMINIUM WARE

Globe Teapot
3 to 4 pints

The few lines here illustrated represent only a small portion of the "Oakville" range of Aluminium Ware.

A sample order of these Six pieces will prove our claims that "Oakville" ware sells readily. We will be pleased to forward catalog and price list on request.

The Aluminium Ware

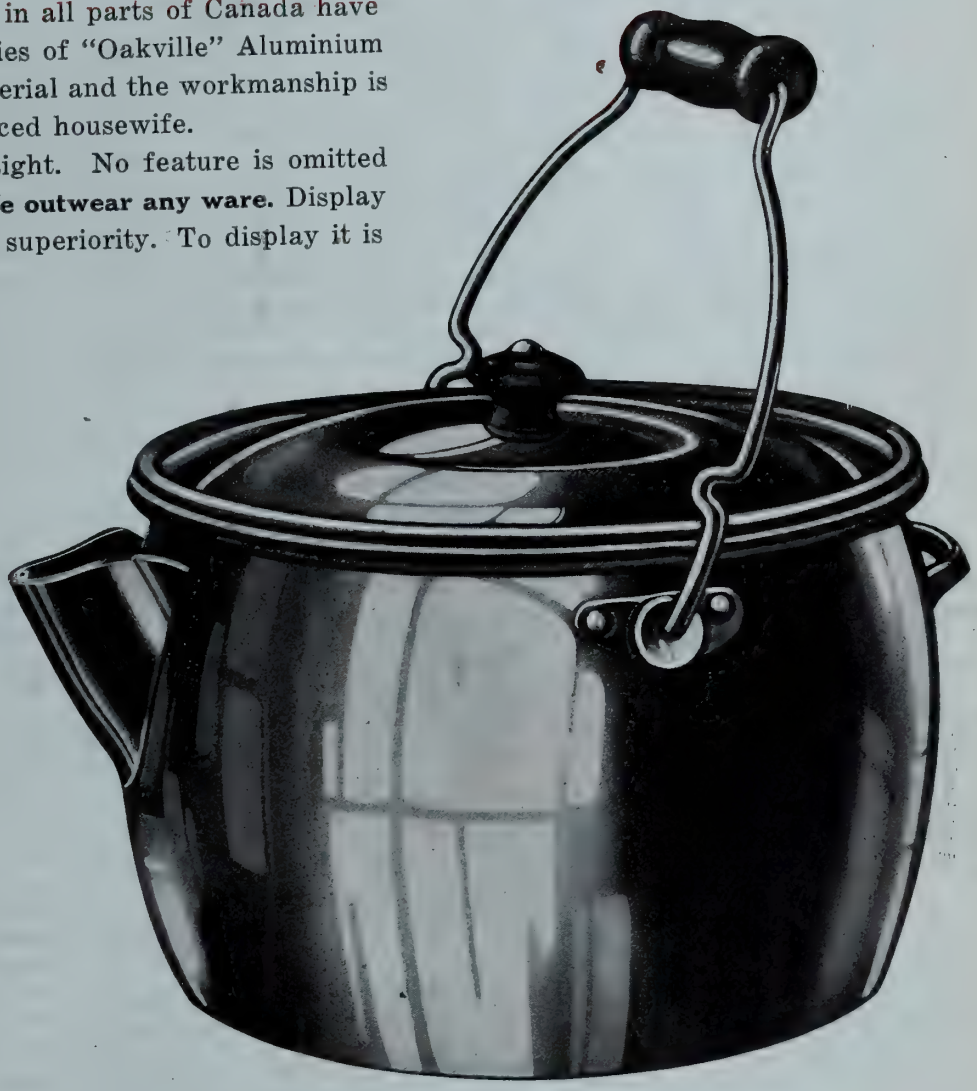
RICHARDSON & BUREAU, MONTREAL, *Agents*

on Aluminium Ware

Dependability

Hundreds of hardware dealers in all parts of Canada have proved the sales-getting qualities of "Oakville" Aluminium Ware. The quality of the material and the workmanship is evident even to the inexperienced housewife.

The patterns appeal at first sight. No feature is omitted that **will make "Oakville" ware outwear any ware.** Display "Oakville" ware and prove its superiority. To display it is to sell it.



The New Potato Pot

This new "Oakville" potato and vegetable pot has the welded spout. Each spout is fitted with strainer which facilitates straining without loss of contents.

The lock-tite handle holds the lid on during the straining operation. Does not fall down the side, thus preventing heating. Made of heavy gauge metal.

Manufacturing Co., Limited

OAKVILLE, ONT.

(Continued from Page 47)

QUOTATIONS ON LAWN MOWERS, TAYLOR-FORBES MAKE

Toronto.

The recently revised quotations on the Taylor-Forbes makes of lawn mowers are given herewith, showing the new lower prices on their various lines, which are guaranteed by the manufacturers against decline until July 1st. next year:

Adanac, 4 knives, 10½ in. wheel, 6½ in. cyl.	
17 inch, each	26 40
19 inch, each	29 00
21 inch, each	31 50
Ontario, 7 knives, 7½ in. wheel	
12 inch, each	25 45
14 inch, each	26 00
16 inch, each	26 50
18 inch, each	27 10
20 inch, each	28 75
Empress, 4 knives, 10½ in. wheel, ball bearing	
12 inch, each	14 00
14 inch, each	14 70
16 inch, each	15 50
18 inch, each	16 20
20 inch, each	16 90
5 knives—	
12 inch, each	14 80
14 inch, each	15 50
16 inch, each	16 30
18 inch, each	17 00
20 inch, each	17 70
Woodyatt, 4 knives, 10½ in. wheel	
12 inch, each	11 25
14 inch, each	12 00
16 inch, each	12 75
18 inch, each	13 50
20 inch, each	14 25
5 knives—	
12 inch, each	12 05
14 inch, each	12 80
16 inch, each	13 55
18 inch, each	14 30
20 inch, each	15 05
Star, 3 knives, 9 in. wheel	
12 inch, each	9 70
14 inch, each	10 40
16 inch, each	11 10
4 knives—	
12 inch, each	10 50
14 inch, each	11 20
16 inch, each	11 90
Soverign, 3 knives, 8 in. wheel	
12 inch, each	9 50
14 inch, each	10 20
16 inch, each	10 90
18 inch, each	11 60
4 knives—	
12 inch, each	10 30
14 inch, each	11 00
16 inch, each	11 70
18 inch, each	12 40
5 knives—	
12 inch each	11 10
14 inch, each	11 80
16 inch, each	12 50
18 inch, each	13 20
Daisy, 3 knives, 7 in. wheel	
12 inch, each	8 65
14 inch, each	9 00
16 inch, each	9 20
5 knives—	
12 inch, each	9 45
14 inch, each	9 80
16 inch, each	10 00
Philadelphia, 4 knives, 7½ in. wheel	
12 inch, each	12 50
14 inch, each	13 40
16 inch, each	14 20
5 knives—	
12 inch, each	13 50
14 inch, each	14 30
16 inch, each	15 15
Lawn edger and trimmer (Dom.) each..	9 00

Grass catchers, canvas, each
No. 10 Noxall, 12 inch, $1 25; 14 inch, $1 25; No. 20 Noxall, 16 inch, $1 50; 17 inch, $1 50; 18 inch, $1 50; No. 120 Noxall, 19 inch, $2 50; 20 inch, $2 50; 21 inch, $2 50.
Discount—20 per cent.

CORRECT LAWN MOWER PRICES

Toronto.

Through the transposition of lines giving the new prices on lawn mowers, in a recent issue of Hardware and Metal, some quotations appeared inaccurate. Following are the corrected prices:

LAWN MOWERS—

Comet, 3 blades—	
14 inch, each	8 05
16 inch, each	8 95
King, 4 blades—	
16 inch, each	10 20
18 inch, each	10 80
Victor, 4 blades—	
14 inch, each	11 75
Above prices net.	
Thousand Island, 5 blades—	
16 inch, each	10 25
Red Wing, 4 blades—	
14 inch, each	9 60

HACK SAW BLADES LOWER

Toronto.

A 10 per cent reduction in prices on the Victor line of hack saw blades have been announced by the manufacturers.

PRICES LOWERED ON WROUGHT NIPPLES AND COUPLINGS

Toronto.

In conjunction with the recent change in prices on piping, the quotations on wrought iron nipples and couplings are also revised, The change is in the nature of a reduction, and varies approximately between 7½ and 10 per cent. on the different sizes, five points being added to the discount figures. Malleable B and C class fittings, now have revised quotations, and the discounts on malleable and cast bushings, and also plugs are changed. Following are current quotations on pipe fittings generally:

PIPE FITTINGS—

Cast iron fittings	20 per cent.
Plugs, cast iron	25 per cent.
Do., solid	25 per cent.
Do., countersunk	25 per cent.
Bushings, mall.	27½ per cent.
Bushings, cast	30 per cent.
Unions ¼ in. to 2 in.	40 per cent.
Unions, ⅛ in., 2½ to 4 in.	40 per cent.
Flanged Unions	20 per cent.
Dart unions, blk., ¼ to 2 in.	29 per cent.
Do., ⅛ in., 2* to 4 ins.	40 per cent.
Do., galvd., add to black	30 per cent.
Nipples, blk., and galvd., ⅛ to 4 in.	
close and short	50 per cent.
Do., 4½ in. and larger	40 per cent.
Do., long, ⅛ in. to 4 in.	60 per cent.
Do., 4 in. and larger	50 per cent.
Do., running thread	30 per cent.
Couplings, 4 in. and under	30 per cent.
Do., 4½ in. and larger	10 per cent.

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 58	0 72
Class B	0 22	0 31
Class C	0 14¼	0 22

FAIR MOVEMENT IN EAVESTROUGH

Toronto.

The current movement of eavestrough conductor pipe and conductor elbows is reported to be well up to last year's volume, and is generally now more satisfactory. The nature and proportion of all building activity has been reflected in this improved demand for eavestrough and pipe, while the recent price lowering on these products, is considered to have had a stimulating and encouraging effect towards home improvement and erection. Following are the unchanged discount quotations:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:

	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 60—10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 80
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 60—10 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 55 per cent.

CEMENT SALES IMPROVE

Toronto.

The recent improvement in the volume of home building and other seasonable construction work, has been reflected in the demand for concrete. While sales are reported to have recently attained a more active stage, stocks in the hands of cement manufacturers are described as ample. Production of this building commodity has been well up to the average this season, but the lower prices recently announced, have had some effect in stimulating current building activity. Following are the prevailing local quotations:

Cement—

	Toronto.
Car load lots	
Per barrel	4 00
Less Car lots	
Per barrel, f.o.b. yard	4 75
Per barrel, delivered	5 00

Single bags, $1 25 each: 4 bags to barrel.
Extra charge of $1 50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

ANOTHER LIST WITH LOWER PRICES ON PIPING

Toronto.

A new pipe list has now been issued, thus superseding No. 52, of July 11. The revised table, No. 53, dates from Sept. 22, and shows a reduction of approximately 7½ to 10 per cent. in the prices on wrought iron piping. Recent easier market tones in steel products generally, have extended to tubular goods, and the current revision supplies a change in the downward direction, which is said to be based upon some slight reductions in cost levels, coupled with the irregular demands for piping which has been more or less noticeable all through the season. The general movement is more pronounced in the smaller sizes, a factor which is featured indirectly in these prevailing revisions, as a higher percentage of price reduction is given on the larger sizes.

GALVANIZED SHINGLES NOW $9.00 PER SQUARE

Toronto.

Galvanized shingles have been reduced in price and are now selling at $9.00 per square, according to a recent announcement by the manufacturers. This quotation is subject to the usual discount of 7½ per cent.

REVISED LOWER PRICES GIVEN ON STEEL CEILINGS

Toronto.

Price reductions are also announced by the makers on steel ceilings. These are now listed at $6.00 per square for

standard plates, and $7.00 per square for miscellaneous plates. The customary discount of 10 per cent. is still maintained.

LOWER PRICES ON LAMPS

Toronto.

A new price list showing revised lower quotations has now been issued by the Dalyte Electric Limited, covering their lines of nitrogen and tungsten lamps; also street series and gas-filled lamps.

WIRE NAIL BASE NOW DOWN TO $4.00 PER KEG

Toronto.

A further reduction has now been made in the base price of wire nails, the current decline of another 15 cents bringing the local quotation to $4 per keg. This is the second recession in prices on wire nals recorded durng the past two weeks, the general stuation indicating some unsettlement in market centres.

REVISED PRICES ON CLOSET COMBINATIONS, TANKS, AND BOWLS

Toronto.

An increase in the prices on closet combinations, and some reductions in quotations on closet tanks and bowls, constitutes one of the feature price revisions on the current markets. The lower price levels recently existing on the standard combination closet outfits is stated as having been too low when compared with production costs, and any slight unsettlement which may have developed between jobbing houses because of this factor, is expected to be eliminated through the prevailing readjustment.

The movement in these products is described as fair, and following are the revised quotations:

	each
CLOSET COMBINATIONS, low down	
Closet, standard outfit, oak	28 00
Do., with post hinge seat	28 75
Do., mahogany Vitro or Pussyfoot, with mahogany post hinge seat and cover	31 00
Do., vitreous china, with oak post hinge seat and cover	31 55
Do., vitreous china, with mahogany post hinge seat and cover	31 75
Do., white, Vitro or Pussyfoot, with oak post hinge seat and cover	31 55
Do., white vitre or pussyfoot, with mahogany post hinge seat and cover	31 75
Do., enamelled iron tank with oak post hinge seat and cover	31 55
Do., enamelled iron tank with mahogany post hinge seat and cover	31 75
Additions or reductions to above	
Add for reversible trap bowl	1 25
Add for syphon jet bowl	7 00
For ¾ in. valve on supply pipe	1 50
Deduct for supply pipe	0 70
Deduct for floor flange and bolts	0 80
CLOSET BOWLS—	
Washdown bowl, less spud	10 00
Reversible trap bowl, less spud	11 25
Syphon jet bowl, less spud	17 00
"Richelieu" bowl	10 50
CLOSET TANKS, low down	
Oak, Vitro or pussyfoot tank with fittings, less seat	13 10
White Vitro or Pussyfoot tank with fittings, flush elbow and supply	15 25
Vitreous china tank with fittings, flush elbow and supply	18 00
Enamelled iron tank with fittings, flush elbow and supply	20 25
CLOSET SEATS—	
Oak wood strip seat and cover	3 70
Oak post hinge seat and cover	4 75
Mahogany finish post hinge seat and cover	5 00

HOPE FOR IMPROVEMENT IN SCRAP MARKET

Toronto.

A slightly better tone has recently developed in the scrap markets, but no expansion in buying by consuming interests has been recorded with the steel mills and foundries now operating more actively, dealers in waste now entertain the opinion that some gradual improvement is likely in the future. The following averages of dealers' buying prices for large quantities, f.o.b. Toronto, are more or less nominal:

WASTE MATERIALS—		
No. 2 busheling	.....	11 00
Heavy melting steel, gross ton	9 50	10 00
R. Rd. wrought iron, No. 1, gr. ton	10 25	11 25
Scrap pipe, gr. ton	6 00	7 00
Stove plate, net ton	11 00	12 00
No. 1 machinery cast, net ton	15 00	16 00
Heavy lead	3 75	4 00
Tea lead	2 00	2.50
Red brass	....	9 00
Yellow brass	5 00	6 00
Light brass	3 00	3 50
Heavy copper	9 25	10 00
Scrap zinc	3 00	3 50
Old rubbers, boots and shoes	2 00	2 50
Lumberman's rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

SLIGHTLY FIRMER TONE NOTED IN COPPER

Toronto.

A slightly firmer tone is now noted in several ingot metals, particularly copper, and tin; but whether this is a permanent step forward, or the gain in market strength will be only temperarily, is yet too early to determine. Fluctuations are almost bound to occur, when the review is based upon conditions which have governed ingot metals throughout the past months of deflaction. The viewpoint that the metal markets have reached the bottom of depression and will sooner or later commence a gradual climb towards improvement, is now spreading. The individual characteristics of the various markets are as follows.

COPPER—Business in copper is without any marked expression of improvement. It is reported that copper consumers still adhere to the attitude of watchful waiting, this condition being more pronounced because of the slackness in demand for finished products. As a result of the increased activity in steel, however, some producers are hoping for a reflection of this improvement in non-ferrous metals also, but up to the present, such expectations have not been realized. Prices during recent weeks have indicated more or less accurately the condition of the market, and the local quotation has remained at 17 cents thereby reflecting the dull undertone of other primary markets.

NEW QUOTATIONS ON SEINE TWINE

Toronto.

Quotations on seine twine have now been revised, and following are the new price levels. No. 12, 68 cents per lb; No's 18 and up, 67 cents per lb.

CANDLE WICKS 53 CENTS POUND

Toronto.

Prices on cotton candle wick are now quoted at 53 cents per pound.

LOWER PRICE ON RUBY LANTERN GLOBES

Toronto.

Prices on Ruby lantern globes have now been reduced, the revised quotation being $5.40 per dozen, compared with the previous price of $5.75.

WROUGHT IRON WASHERS HAVE REVISED DISCOUNTS

Toronto.

The discount on wrought iron washers has been revised thus giving lower prices on these products. The new quotation is 60 per cent off list, compared with the previous discount of 50 per cent.

SOME BASEBALL GOODS WILL COST LESS

Toronto.

A reduction of approximately 25 per cent has been recorded on certain makes of baseball sport supplies for next spring booking.

LOWER PRICES AGAIN GIVEN ON SASH WEIGHTS

Toronto.

Lower prices are again given on sash weights, both solid and sectional. This revision constitutes the third change in local quotations which has recently occured, and brings the prevailing prices down to the following levels:

Solid ..... $2.30 per cwt.
Sectional ..... $2.70 per cwt.

NET PRICES ON ROPE HALTERS

Toronto.

The revised quotations shown in last week's isue of Hardware & Metal, covering Rope Halters were net prices only. The discount line shown was a typographical error, merely applied to prices on oil stoves given on another pags. Following are the prices on rope halters, re-produced from last week's markets:—

ROPE HALTERS—	Per gross.
Sisal ...7-16 in.	$21 00
do. 9-16 in.	33 00
Jute ...7-16 in.	19 00
do. ...9-16 in.	28 50

Above quotations, net.

REPORT GOOD FALL SALES OF AMMUNITION

Toronto.

Dealers generally report that a good fall sale for shells, cartridges, and ammunition of all kinds, is now proceeding. The seasonable movement in rifles and guns, is also under way. Ammunitions quotations remain unchanged as follows: Dominion, List less 30/20 per cent.

American, Amer. List plus 22½%.

AGRICULTURAL IMPLEMENTS HAVE LOWER PRICES

Substantial reductions in the prices on agricultural implements have been announced by the Massey-Harris Co., of Toronto. The extent of the decline varies approximately between 15 and 25 per cent, and in making the lower price levels, the manufacturers state that the new revised quotations apply to manufactured stocks as well as to future productions. Easier freight charges in the future, with lower material costs, have been generally anticipated, and the easier price levels for 1922 trade have consequently developed.

LONDON MARKETS

LONDON, September 27.—Although the budget of price changes is not as large as some recent market reports, yet several important hardware lines are quoted at lower levels this week. These changes include wire nails; iron washers; clipper plates; and baseball goods. An advance in quotations is again registered on turpentine and manufactured cotton goods.

Good seasonable business is generally reported, and it is expected that the advent of colder weather will add many lines to the present good sellers, thus increasing the brisk volume of Fall trade. Collections continue good.

HIGHER PRICE ON SEINE TWINE

London, Ont.

Seine twine prices have also been advanced in conjunction with the recent increases in quotations on other manufactured cotton lines. The new prices follow:

SEINE TWINE—	Per lb.
No. 18 and larger in 1 lbs.	0 66
No. 18 and larger in ¼ lbs.	0 67
No. 15 and smaller in 1 lbs.	0 67
No. 15 and smaller in ¼ lbs.	0 68

PRICES ON COTTON TWINES ALSO INCREASED

London, Ont.

New higher prices are now in effect on cotton wrapping twines. The revised quotations show 47 cents per lb. for 3-ply in balls; and 50 cents per lb. for 4-ply. Candlewick prices are now 50 cents per lb.

HIGHER SASH CORD PRICES

London, Ont.

Quotations on sash cord have advanced another two cents per lb., according to the latest price revisions. This change brings the current prices to 59 cents per lb. on No.6; 58 cents per lb. on No. 7; and 57 cents for No's. 8 to 12.

NEW LOWER PRICES GIVEN ON PLATES AND HEADS FOR HORSE CLIPPERS

London, Ont.

The Stewart line of horse clippers, shearers, and parts, all remain unchanged in price for spring booking with the exception of plates and heads complete for horse clippers. These alone are now lowered in price, the new list on heads complete being $3.50 each, as compared with the previous quotation of $4.00. Top plates, Nos. 90 and 360 are likewise reduced the new price being $1.00 each. Bottom plates, Nos. 99 and 361, are changed from $1.75 each to $1.50. A discount quotation of 25 per cent off this list is also given.

WIRE NAIL BASE PRICE AGAIN REDUCED

London, Ont.

The base price on wire nails has again been lowered, the latest reduction bringing the current price down to $4.00 per keg, f. o. b. London. The quotation on cut nails remains unchanged at $4.95, base.

REVISED DISCOUNT ON WROUGHT IRON WASHERS

London, Ont.

A new lower price is now given on wrought iron washers, through a revision in the discount. The extent of the decline is approximately 20 per cent. The new quotation is list less 60 per cent, with the usual extras.

TURPENTINE PRICE AGAIN 5 CENTS HIGHER

London, Ont.

Revised quotations on turpentine are now in effect, this change bringing local prices 5 cents per gallon higher than the increased level of last week. The prevailing price is now as follows:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

WINNIPEG MARKETS

WINNIPEG, September 26.—Easier price levels are recorded on a variety of hardware lines this week. These current revisions include all lines of baseball goods for next season; various makes of compression work such as basin cocks, bath cocks, compression bibbs, stops, stop and waste cocks, and sill cocks. Garden hose is also lower in price, and a revised list is given on machine screws.

Business generally is quoted as fair. Some fall goods are moving, well ,however, particularly guns and ammunition, and a brisk rade is reported in these seasonable lines.

LINSEED OIL PRICE HOLDS

Winnipeg.

The reduction on Linseed Oil recorded last week remains the same. Prices quoted last week are $1.10 per gal. for raw and $1.13 per gal. for boiled in barrel lots.

RANGE BOILER PRICES HOLD

Winnipeg.

Prices are holding on Range Boilers and the general opinion is that they will likely hold for some time at present prices. Following are the latest quotations:

RANGE BOILERS—	
30 gallons, each	$10 00
35 gallons, each	13 25
40 gallons, each	16 25
52 gallons, each	23 45
66 gallons, each	33 15
82 gallons each	40 60
100 gallons, each	62 50
120 gallons, each	75 00

NEW REVISED LIST FOR MACHINE SCREWS

Winnipeg.

A new revised list has been isued covering machine screws and is effective from September 1st, 1921. This applies to steel and brass in flat, round and fillister head.

There is very little difference over the previous list of September 1919, with the exception of sizes. Where the gauges of 14, 16, 18, 20, and 24 were formerly shown, the sizes of ¼ inch, 5-16 and 3-8 inches are now given.

The revised list was enumerated in detail in the September 10, issue of Hardware & Metal.

REVISION LOOKED FOR ON WROUGHT PIPE

Winnipeg.

Some revision is looked for in certain quarters in quotations on wrought tubing.

The movement of piping has been very irregular during the past few months, but has been satisfactory from the jobbers standpoint. Outside dealers stocks have been kept low during the summer, and the buying has been purely of a sorting character. A fairly steady movement is anticipated however in the coming season.

NEW DISCOUNTS ON COMPRESSION WORK

Winnipeg.

Lower quotations are announced on various lines of compression work, showing fairly substantial reductions. Following are some of the revised discounts, and net prices:

COMPRESSION WORK—	
Basin cocks	23 per cent. off list.
Pantry cocks	28 per cent. off list
Bath cocks, No. A2360 without tail pieces	$5.10 each
Do., with tail pieces	$6.30 each
Do., quick pression	38 per cent. off
Compression bibbs	35 per cent. off
Compression stops	35 per cent. off
Stop and waste cocks	35 per cent. off
Still cocks	45 per cent. off

GARDEN HOSE REDUCED

Winnipeg.

Prices have been reduced this week on Garden Hose. Following are the new prices.

GARDEN HOSE—	
½ x 3 ply, per 100 ft.	$ 9 75
⅝ x 3 ply, per 100 ft.	12 00
¾ x 3 ply, per 100 ft.	13 00
½ x 4 ply, per 100 ft.	11 00
⅝ x 4 ply, per 100 ft.	13 75
¾ x 4 ply, per 100 ft.	14 50

REDUCTION OF 25 PER CENT ON BASE BALL GOODS

Winnipeg.

Prices on Baseball Goods for next season have dropped 25 per cent. Following are a few of the new revised quotations:

BASEBALL GOODS—	
Reach Base Balls.	
No. 0, per dozen.	$18 00
Base Ball Mitts.	
No. 5, per dozen	$14 40
No. 160, per dozen	40 00
No. 200, per dozen	39 00
No. 31, per dozen	63 96
No. 500, per dozen	120 00
No. 6A, per dozen	128 04

THE underlying principles of "Save the Surface and you Save All" provide hardware merchants with some of the most potent arguments which can be used to stimulate Fall trade in paint and varnish. In this issue will be found considerable editorial data bearing on this subject, outlining many ways in which the meaning of the above slogan can be most effectively applied, particularly in so far as the Fall painting is concerned.

Retail business is in such a condition to-day that "price" becomes a more important factor than has been the case for some time. Customers have developed a "shopping" tendency and only make purchases when the "price is right". Fortunately another reduction in paint prices has recently taken place and the hardware merchant is thereby provided with an effective "lead" to bring up the subject of painting to all prospects particularly those of an economical turn of mind who pride themselves on always buying to best advantage. This is the third reduction in paint prices within ten months and brings costs to below the pre-war level. Few customers will not be interested to learn of this.

With these price reductions as a lead, the merchant can bring to bear the many other arguments with which he is provided at this time of year. Firstly, the basic idea of "Save the Surface" is the protection of surfaces against the destruction wrought on exposed parts through lack of paint, varnish, etc. It is doubtful if any other season of the year calls for such protective measures to the same extent as does the Fall. With the approaching rain and sleet, followed by the snows of Winter and the dampness of the ensuing Spring thaws, the need of adequate protection to property, vehicles, implements, etc., becomes imperative, if they are to render maximum service. The Fall is a good season for the merchant to make a close survey of the needs of his community and to make plans for bringing to the notice of his prospects the various arguments dealing particularly with their specific needs. Effort applied in a general way to the sale of paint and varnish is not nearly as effective as specific effort, and in view of the great need for education on this subject to alter the habits into which customers have fallen, specific effort on the merchant's part is needed. By specific effort is meant bringing to the attention of various prospects the arguments for Fall painting most applicable to their particular needs. Now let us make a brief survey of the paint needs of various customers in the Fall.

Firstly the property owner who has been postponing painting until prices were reduced will be interested to learn of the extent of recent reductions. He will be easily convinced that paint at today's price is cheap protection against the ravages of Fall and Winter elements. He may not know that highly satisfactory painting of exteriors can be done in the Fall and Winter. Property values are being well maintained in this country in the face of declining values of other commodities—therefore the need of protection is great, and the insurance, in the form of paint, has steadily declined in price.

Then there is the interior work to be undertaken. Long dark evenings are ahead with the approach of the indoor season and every housewife will appreciate the value of the suggestion that when Fall housecleaning is undertaken, paint, varnish, wall and furniture finishes, etc., can be used to good advantage in improving the appearance of the home.

In the rural districts the farmer is a good prospect for fall painting. His crop is harvested and he has a breathing spell in which to consider any valuable suggestions such as can be offered concerning the use of paint and varnish around the farm. There are the farm buildings to be looked over. A remarkable percentage of barns on Canadian farms never have received a coat of paint,— a most poignant evidence of the need of education of the farmer. The farm implements are also frequently neglected, many of them being left exposed in the fields from season to season without adequate protection of paint and varnish. The usefulness of such implements is soon diminished and their cost thereby greatly increased. Some talks along the line of business efficiency should help bring the farmer to a realization that his overhead costs could be greatly lowered by giving buildings and implements the needed protection. With the declines which have taken place in values of agricultural and dairy products the need for such efficiency on the farm is increased. The reduced prices of paint should be of great interest to the farmer who is a little inclined to hold off buying hardware on the grounds that prices have not declined in proportion to the declines which have forced upon him.

There are a great many other specific suggestions which can be applied from a close study of local possibilities. For instance, there are those who will be moving during the fall months and whose tastes usually call for some painting or varnishing in their new premises. There is the auto owner who paints his own car during the winter months. The house floors need special protection against snow tracked in by children in the cold weather.

When the specific needs of the community have been established it then becomes necessary to adopt the most effectual means of bringing the arguments before the right prospects in the most effective manner. In this connection local newspaper advertising, personal selling effort over the counter

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"Save the surface and you save all" Paint & Varnish

Half a Day in the "Save The Surface" Dep't of Jones' Hardware

WHILE Tom Jones did not deliberately expend more time or energy in any one department of his store than another, or wilfully neglect one phase of the business while developing the other, yet it must be stated that he certainly did relish selling paint. He used careful judgment in allotting a fair share of interest to the Paint and Varnish department, and he certainly did not overlook its copious possibilities. Leaving any line of merchandise to "take care of itself" constitutes a business crime in Tom's personal opinion, and because of his whole-hearted and energetic attention to all departments during the ten years he had been established at his present location, Tom Jones had become the proud owner of a thriving business.

That business had grown each succeeding year in both volume and efficiency until to-day he could look back and smile on the problems and difficulties he had overcome. His success up to the present was undoubtedly due to his painstaking efforts, but Jones was not foolish enough to believe this work completed. Present-day merchandising required much thought and hard labor to keep pace with the trend of the times, and Tom Jones was thinking hard each day how he could improve his present methods of doing business.

Suggestions and even arguments from the representatives of the business houses who supplied his wares were always duly considered and absorbed. Business methods of other dealers brought out in trade papers and periodicals appertaining to his merchandise, were always read and studied with interest. Although situated in a town of less than 5,000 population he was aware that twentieth century tactics had to be embodied to bring his business to the goal he had reached each preceding year:—that of increasing his sales over the previous twelve months.

Looking For a "Bumper" Year.

Paint and its allied lines had increased their turnover each year. However, Tom was not satisfied that 1921 would return only the usual advance over 1920. He was anxious that a new record should be established, and in his own mind there was no better opportunity than the present to bring about this increase. April, May, June and July had shown higher returns than last year, and with an extra effort this Fall, his goal would be reached. He realized the paint manufacturer who supplied his paint and sundry lines was always ready to assist him in his campaign, and the sales slogan "Save The Surface and You Save All" had been established in his store for the Spring paint season, thus proving a great help in furthering his efforts. With his paint department now well labelled with this business axiom conveying "more truth than poetry," he was intent on bringing the Fall paint trade equal to his annual Spring sales.

Careful attention to women customers

As a result, one Saturday afternoon early in September Tom was prepared to "push" Fall paint sales. He knew that a good many of his customers this afternoon had not yet realized the early approach of Fall. That many had not even given a thought to covering the surfaces of houses and barns against the ravages of the wet and cold weather of the following months. However, he was there to acquaint people with these facts whenever the opportunity presented itself.

Tom Sells One of His Best Friends.

Joe Thomas had commenced his business career about the same time that Tom had elected the hardware store as his own special line of efforts. Joe decided on farming because his early days were spent in agriculture, and he knew the game thoroughly. He had purchased a farm not far from town, and in the course of a few years enjoyed a paying business, of which he was the proud proprietor. With his new barns and remodelled house, just completed last year, Joe's holdings certainly announced prosperity.

On this Saturday afternoon he entered Tom's store, purchased nails, a lantern, a file, and then stated he wanted a quart of paint.

"The same shade as the trimming you supplied for the house last Spring," he said. "We want to give the verandah at the front another coat."

"Will this be all you require to make a good job of your home?" asked Tom.

"The quart will finish it nicely, and it has been a great job. Improves the appearance of our home immensely," was the reply.

"Yes, Joe, you have certainly made an improvement. I was passing only this week and noticed the bright, clean appearance of the house; also your new barn. Between the two, your farm has increased in value a good deal, but painting has enhanced and insured that value. But say Joe, you should really give that new barn a touch of paint also. If it was given only one coat it would further add to both appearance and value, and protect your investment in the building itself," commented the store proprietor.

"No; I have decided enough money has been spent on the place this year, but perhaps that will be done next year."

"Winter is coming, Joe; the wet weather and then the cold following months will do more damage to that new siding than you can imagine. For the further outlay of a few dollars your barn will be protected against this, not mentioning the added improvement to the appearance. You have undoubtedly laid out a considerable sum of money already on your buildings, but with the added amount necessary to paint your barn, I am convinced that it will pay you better than any you have previously spent. The protection against one winter's weather alone will net you the amount in the long run. Getting down to brass tacks, I believe it can be painted for $100.00, which although it sounds big at the moment, is not much when the benefits are considered."

"I have never looked at it in that light before, Tom. Few people consider paint as a surface protector, and I have always thought we painted merely to beautify our property. I believe you are right. One hundred dollars is a comparatively small amount to what that siding cost me, and if you are convinced that it can be painted for anywhere near the hundred dollar figure you had better send out enough to do the job."

"Our truck is making a trip out that way this afternoon, and we will be only too glad to stop off and leave it," was Tom's reply.

Does Not Confine Activities to Store

Tom had made the sale. Made it to a good friend and customer, and in so doing he knew that while the store received benefit through the sale of paint, his customer had also derived benefit by being acquainted with facts and not mere sales talk. Sales talks were necessary in business, but they should consist of facts; and in this case he was sure Joe Thomas would profit materially by the early painting of his fine new structure.

Tom had said he would be only too glad to deliver the purchase. Perhaps the chief reason for this being another house on the same road, the owner of which had delayed painting in the spring of the year. He would load Joe's consignment of paint in the back of the truck and go personally with the driver to see if he could not close another sale the same afternoon. It was yet early and the trip could be made before the busy hours commenced.

Very soon the car was driving up to the farm house and Tom was met by the man who had almost decided but not quite to paint last spring.

"Hello, Mr. Jones, what are you doing out here on a Saturday afternoon?" was the greeting.

"We had to come out to Joe Thomas' place, so we dropped in," smiled Tom. "Joe is completing the investment on his farm buildings by painting his new barn this fall and we brought the paint with us."

"Painting his barn in the fall? Why didn't he wait until the spring, which is the proper time to do outside painting?"

The "Finishing Touch"

This was just the question wanted, and Tom made his answer go a long way. He repeated the argument used in the sale of barn paint; told this new prospect the advantages of fall painting; how the house would depreciate in value if left exposed to the elements and went on further by explaining the longer it was left unpainted the more paint it would take.

"I had every intention of painting last spring but kept putting it off until the real warm weather set in. I didn't figure on doing it this year now. How much paint will be required to give my house two coats?" asked the tiller of the soil.

"About eight gallons, or an approximate outlay of fifty dollars for the entire material," replied Tom. He had anticipated this question and was ready with the reply for he had totalled the amount it would take before he came out.

"Well the house needs painting all right. Suppose I may as well do it this fall as any other time. What you say about damages done by delaying is true, so you had better put aside what paint and other material I will require, and I'll call for it the first of the week."

Now Looks to Store Trade

Another sale made and back at the store in time to care for the usual Saturday afternoon trade. Tom's next hour or so was fully occupied in supplying the demands over the counter. The smaller can of paint or varnish would be taken from the shelves and wrapped for the few customers who desired these products, but somehow this did not satisfy Tom. He had been successful in two sales earlier in the afternoon and his selling ambition was aroused. He failed to see why the lady customers should not be persuaded to buy their sundry lines of paint or varnish, if arguments were given to accompany the signs conveying their message in his "Save the Surface" department. They were doing their share; also the window that was recently arranged to suitably assist in promoting bigger sales.

The opportunity soon came when a lady customer, after purchasing a bottle of furniture polish, remarked:—"Some of my furniture is beginning to show signs of wear, particularly the sitting room chairs, and I hope this will brighten them up."

"That will do its duty as far as it goes, but if your chairs have the polished finish and now show scratches, I believe a can of high grade varnish is what is required. While the furniture polish will temporarily hide the scratches, it does not fill them; and these same marks become deeper, and more

Discussing paint requirements with the farmer

added, as the chairs are continually used. A coat of good quality varnish will protect the wooden surface, as well as completely covering any marks of wear. With the approach of winter nights, the sitting room offers a more inviting appearance than when the weather was warm, and consequently, your furniture will be used more. If the surface is protected against this, the chairs themselves will undergo no damage whatever, insofar as the wood is concerned," explained Tom.

It was a simple explanation but none the less effective, for the sale of a quart can of high grade furniture varnish was made and the lady also purchased a suitable brush. Tom himself was a little surprised when he found out how the stating of facts relative to "saving the surface," both to outside property and articles and woodwork, would invariably bring about the closing of a sale. The more he thought over the truth of the slogan, the more he was convinced it should be used to a greater extent in his paint department.

Tom's assistant salesman was not slow to emulate his employer's example of the paint section into a "save the sur-

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OVER THE TOP THIS FALL

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and in conversation with prospects at their homes, effective window and store displays and use of letters, are among the most helpful mediums of getting the arguments "across". In this issue will be found advertising helps, suggestions, for sales talk in the store and on personal calls on prospects, window displays, and pointers on turning many other arguments to best advantage.

The widespread publicity given arguments for "Save the Surface", combined with the efforts of hardware merchants, constitute a force which has great possibilities for increasing the sale of paint and varnish. Much trade has already been stimulated and with the progress of education along this line the combined effort will have cumulative effect increasing in proportions from year to year. Just now the important thing is to educate customers that paint and varnish is not a seasonable commodity but an all-year necessity. An important and widespread movement has been stimulated, resulting in an unprecedented sale of paint, varnish and kindred lines during the past spring and summer and there is no just reason for allowing it to lag this fall.

Some "Save The Surface" Ideas

What Would You Think?

of a person who appeared on the streets in threadbare clothing on a cold, raw, Fall day?

Don't forget that your house, garage or other property which is neglected through insufficient paint protection against the elements, undergoes similar exposure with equal danger.

HIGH COSTS OF CONSTRUCTION

are being maintained and it is therefore even more necessary to protect the increased investment represented by property.

FALL RAINS AND WINTER SNOWS

will soon be here to attack the exposed exteriors of buildings and to be tracked into the home by children.

See that the floors, woodwork and exterior of the buildings are well protected.

We can give much helpful information on this subject and we will be glad of the opportunity to discuss your particular requirements.

"Save the surface and you save all" Paint & Varnish

BLANK'S HARDWARE

IN making plans for stimulating paint and varnish trade during the Fall and Winter months close attention should be given the question of advertising, either in so far as insertions in local newspapers are concerned or in the broad application of the word, taking in the distribution of letters, folders, etc.

Great possibilities are involved in the use of local newspaper space, and judicious "copy" will do much to bring success to the Fall paint plans. The window displays will catch the eye of passers-by but the ad in the local newspaper with its distribution among thousands of families locally and in the rural district will bring the message to many additional prospects. The windows will then serve to back up this effort because when the prospect who has read the ad in the newspaper passes the store his attention will be arrested for the second time and he is more likely to act upon the second reminder.

In making plans for handling the advertising copy the local field should be investigated with a view to giving due attention in the advertising to all classes of prospects. For instance there is the local house-owner, the church and school boards, the manufacturing plants, the housewife, the farmer and others. A different appeal will be necessary for each in order to secure maximum results from the advertising. Each one has some special interests, and these can be studied so as to form the basis of a personal appeal in the ads. When this basis has been established the "copy" can be designed to conform with the season.

Cutting Cost of Property Upkeep

In the Fall of the year the property owner should make a practice of looking over his buildings with a view to uncovering any parts which may be exposed to the elements through an insufficient protection of paint or varnish. He will save many dollars in repairs by this attention and he should be so informed through the hardware merchant's paint ads. The housewife will be conducting Fall cleaning and may wish to refinish the floors and woodwork to give protection against the snow tracked in during the cold weather. The walls may be marked up by the children and a coat of wall finish, easily applied, will greatly improve the appearance of the home for the indoor season. Other improvements will likely be contemplated by the housewife for the Fall months, including the refinishing of furniture, etc., in order to improve the appearance of the house-furnishings.

Those that Move in the Fall

Many people move to new premises during the Fall months and these too are good prospects for seldom do people move without finding the necessity of using some paint or varnish for re-touch-

For the Fall Local Advertising

ing floors, painting borders to match floor coverings, refinishing woodwork, walls, furniture, etc. A feature might be made of this point in the ads.

A number of retailers report a stimulation in the sale of paint in quart cans and brushes to men unemployed. Here too is an argument which might be made namely, for those unemployed to utilize their spare time to good advantage in the preservation of their property with the application of paint.

Manufacturing plants are always good prospects for paints for the business man is generally quick to see the value of giving adequate protection to his investment. The same principle applies to the houseowner and the farmer. The latter is very much inclined to neglect his barns, implements and buildings, but with decreasing values of agricultural and dairy products he should be quick to see the importance of cutting down his overhead charges as much as possible. The adequate use of paint and varnish on the buildings and implements will save much of the cost of upkeep through avoiding premature repairs and enable the giving of better service during the production period. Even if he does not care so much about his buildings, the farmer will soon realize what a handicap it would be for him to suffer enforced idleness in midsummer due to a breakdown in his machinery which might have been avoided if the implement had been given careful attention and well protected against the elements from year to year. In the farmer's case it is well to advocate that he keep a few shelves in one of his sheds for a general stock of paints. Such a stock if kept handy will encourage the farmer to apply a protecting coat occasionally because it can be done without the trouble of going to town for the necessary paints and brushes. When he visits town occasionally enquiries can be made of the farmer by the merchant as to the condition of the stock paints on the farm and in this way sales can be made which would be missed otherwise due to the farmer's reluctance to go to much trouble for the sake of painting.

Lack of Information

One of the main obstacles still in the way of greater paint sales is the lack of understanding concerning the correct methods of applying paints and varnishes, etc., in order to get best results. If the merchant will make enquiries among his townspeople he will be surprised at the lack of knowledge concerning the application of even the most simple color combinations, especially where bare lumber furnishes the material to be treated. If more persons thoroughly understood the methods of securing the splendid finishes which result from the proper combination of paints and varnishes, doubtless more of these products

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Increased Value of

Farm Products

The progressive farmer is the one who, when he has marketed the product of his summer's toil, takes time to carefully examine his buildings, implements, etc. for signs of wear and tear, so that they will give their maximum service from year to year.

Such an examination will reveal the exposed parts of house, barn or implements and show where protection is necessary before the

FALL RAINS AND WINTER SNOWS

arrive.

By this protection the overhead charges of the farm are lowered. Each crop therefore means more to the farmer, in actual cash.

The expenditure for this valuable protection is small. NOW is the time to apply it.

Let us look over your property and estimate your requirements.

Save the surface and you save all" *Paint & Varnish*

BLANK'S HARDWARE

Suggestions for the Window Show Card

Nicely-displayed and well-worded show cards add materially to the effectiveness of show window and interior display advertising. The suggestions below may give you a lead in getting up your Fall and Winter cards.

Prices Reduced

For the third time in ten months paint prices have undergone reduction. High costs no longer excuse failure to "Save the Surface."

When You "Save the Surface"

You enhance the value, appearance and durability of your property. What more could you expect for a few cans of paint or varnish?

How Much Insurance Have You?

on your property, in the form of the protection afforded by paint and varnish? A small annual premium for paint will save big bills for depreciation.

Farmers Insure Their Crops

Why not insure barns, granaries, farm implements and other buildings with an investment in paint and varnish?

Fall is the Best Time

To paint all surfaces that need protection. You'll find weather conditions most favorable now for interior or exterior work.

A Real Investment

The outlay for a few necessary cans of paint and varnish is a real dividend-paying investment. No other investment offers such returns for a small outlay.

Mr. Farmer, You'll be Busy in the Spring

Now is the time to look closely over your property. Let us help you estimate the paint and varnish necessary to protect your barns, buildings, implements, etc.

Joy for Long Winter's Evenings

The long dark evenings are approaching. The home is used more by the family. Fresh, bright colors in the rooms add zest to winter's entertainments

CONVENTION OF CANADIAN WHOLESALE HARDWARE ASS'N.

(Continued from page 39)

Merchants to meet their brethren, the need of a better understanding between the French and English speaking peoples of Canada and the supressing of the agitators who constantly try to stir up strife between the people speaking two languages, was strongly urged by Mr. Prudhomme. He also referred to the devout loyalty of the French Canadian people and the great part which they are playing in the building up of Canada.

Better Times Coming

George Caverhill of Caverhill, Learmont and Company, Montreal stated that he was proud to be a Hardware man in Canada as the Hardware business is a great business playing an important part in the up-building of this country. Mr. Caverhill stated that better times are coming and improvement in business conditions is now evident. Hardware wholesalers, stated Mr. Caverhill, have taken their losses willingly, and are doing all they possibly can to get business back to as normal a basis as possible. Mr. Caverhill also spoke of the great pleasure which it gave the Montreal wholesalers, in meeting Hardware Manufacturers and Wholesalers from other parts of Canada.

Compliment Speakers

S. H. Alexander of Wood Alexander and James, Hamilton, complimented Sir Arthur Currie and Mr. Asbury on their splendid addresses, and referred particularly to Sir Arthur Currie's remarks regarding merchandising and manufacturing and the economic needs thus arising, and which were now receiving more attention from McGill University. In the past, stated Mr. Alexander, it had always seemed to him that there was a line of demarcation between the universities and the business interests, which now seemed likely to be overcome. In Mr. Alexander's opinion this change in the course of work of the Universities, would produce mutually beneficial results for all concerned. On behalf of the Ontario Hardware Wholesalers Mr. Alexander also referred to the pleasure it gave them to visit Montreal and meet their brother Hardware merchants from Quebec Province.

Among those present at the banquet were the following:

C. W. Asbury, The Enterprise Mfg. Co., Philadelphia; C. Adcock, Adcock & Brewer, Ltd.; Montreal; J. R. Anderson, John R. Anderson Co., Montreal; S. H. Alexander, Wood, Alexander & James, Hamilton; J. Arnold, Canada Foundries & Forgings Ltd., Brockville; F. Baine, Dowswell Lees & Co., Ltd., Hamilton; R. Bloom, Oneida Community Ltd., Montreal; M. J. Beatty, Beatty Bros., Ltd., Fergus, Ont.; D. J. Black, Steel Co. of Canada Ltd., Montreal; C. J. Brittain, T. M. Birkett, Thos. Birkett & Son Co., Ottawa; S. R. Brewer, Adcock & Brewer Ltd., Montreal; George Caverhill, Caverhill Learmont & Co., Montreal; G. Rutherford Caverhill, Caverhill Learmont & Co., Montreal; Gen. Sir Arthur Currie, Montreal; L. D Campbell, B. & S. H. Thompson, Montreal; H. Croxall, National Hardware Co., Orillia, Ont.; D. P. Cotter, Gillette Safety Razor Co., Montreal; G. J. Crowdy, Jas. Hutton & Co.; T. R. Coates, Henry Diston & Sons, Toronto; W. Cummings, Peck Rolling Mills, Montreal; G. A. Childs, U. S. Steel Products Co.; J. W. Dowling, Caverhill Learmont & Co., Montreal; Leslie Drake, Welland Vale Mfg. Co., St. Catherines, Ont.; H. T. Diplock, Steel Co. of Canada Ltd., Montreal; G. D. Davis, Hardware & Metal, Toronto; G. C. Davis, Frothingham & Workman Ltd., Montreal; B. F. Elkin, Maritime Nail Co., Montreal; Geo. Foster, B. Greening Wire Co., Hamilton; J. A. Frazer, Lewis Bros. Ltd., Montreal; E. J. Fry, Peck Rolling Mills, Montreal; D. R. Fowler, Canada Foundries & Forgings, Brockville; A. Gibb, Alexander Gibb & Co., Montreal; H. B. Greening, B. Greening Wire Co. Hamilton; D. Griffith, B. Greening Wire Co., Hamilton; J. Gervais, Letang Hdwe. Co. Ltd., Montreal; A. F. Hatch, Canada Steel Goods Co., Ltd., Hamilton; Robert Hobson, Steel Co. of Canada, Ltd., Hamilton; James Hardy, James Hardy & Sons, Toron to; A. H. Hough, Canadian Tube & Iron Co., Montreal; E. Howson, Peterboro Lock Co., Peterboro; W. A. C. Hamilton, Consumers Cordage Co., Montreal; A. M. Irwin, McClary Mfg. Co., Montreal; G. Hunter, Can. Tube & Steel Products Ltd.; D. E. Hamilton, Simonds Mfg. Co., Montreal; A. Jeanotte, L. H. Herbert & Co. Ltd., Montreal; G. M. Johnston, Dom. Iron & Steel Co., Montreal; C. S. Jackson, Dom. Iron & Steel Co., Montreal; S. R. Kennedy, Kennedy Hdwe. Co., Toronto; A. Letang, Letang Hdwe. Co., Montreal; W. A. Leslie, A. C. Leslie Co. Ltd., Montreal; W. J. Lawson, Rice Lewis & Son Co., Montreal; W. D. Lewthwaite, Frothingham & Workman, Montreal; R. Lang, Peck Rolling Mills, Montreal; R. H. McMaster, Steel Co. of Canada, Montreal; W. G. McCutcheon, Caverhill Learmont Co., Montreal; F. McDonald, F. Bacon & Co., Montreal; J. W. Millard, Meriden Britannia Co., Ltd., Hamilton; C. McGhie, Welland Vale Mfg. Co., St. Catherines; B. Morrow, Bruce Morrow, Toronto; F. B. Marks, Oneida Community Co., Montreal; H. B. McNeil, Dom. Iron & Steel Co., Montreal; W. G. McKenzie, Wood, Vallance &Leggat, Vancouver; R. B. Miller, Starke Seybold Ltd., Montreal; E. Montgomery, Steel Co. of Canada, Montreal; J. C. Notman, McKinnon Industries, St. Catherines; R. M. Oxley, Can. National Carbon Co., Toronto; H. Prudhomme, A. Prudhomme & Fils, Montreal; A. Prudhomme, A. Prudhomme & Fils, Montreal; J. A. Prudhomme, A. Prudhomme & Fils, Montreal; O. N. Parent, Canadian Yale & Towne Ltd., Montreal; Norman Philip, Starke Seybold & Co., Ltd., Montreal; D. Potter, Consumers Cordage Co., Ltd., Montreal; N. P. Peterson, Gillette Safety Razor Co., Montreal; W. R. Patterson, Winchester Repeating Arms; J. W. Richardson, Caverhill Learmont Co., Montreal; R. H. Reed. Consumers Cordage Co. Ltd., Montreal; J. H. Roper, J. H. Roper Co., Ltd., S. Rae, D. H. Howden & Co. Ltd. London, Ont.; H. Rooke, Page Hersey Tubes Ltd., Montreal; G. R. Starke, Starke Seybold Co., Montreal; W. R. Starke, Starke Seabold Co., Montreal; W. Springer, Springer Lock Co., Belleville; J. P. Seybold, Starke Seybold Co., Montreal; G. Seybold, Starke Seybold Co., Montreal; H. B. Seybold, Starke Seybold Co., Montreal; H. Sanders, Belleville Hdwe. & Lock Co., Belleville; R. W. Smith, Hardware & Metal, Montreal; G Svence, Steel Co. of Canada, Montreal; J. H. G. Scott, Jenkins & Hardy, Montreal; Mr. Thurber, Nicholson File Co., Port Hope, Ont.; J. R. Terrill, Caverhill Learmont Co., Montreal; A. L. Telfer, J. H. Hanson Co., Ltd., Montreal; C. J. Taber, Hamilton Stove & Heater Co., Hamilton; J. McD. Wilson, Chinic Hdwe. Co., Quebec; C. A. Whitham, Hobbs Hdwe. Co., London, Ont.; J. L. Waldie, Can. Tube & Iron Co., Montreal; W. Wrigley, Toronto; A. S. Warren, Frothingham & Workman, Montreal; G. Wilson, Thos. Robertson & Co. Ltd., Montreal; T. B. Williamson, H. S. Howland Sons Co. Ltd., Toronto; Mr. Yon, Montreal Hdwe. Co., Montreal.

Much Interest in Turpentine Market

Tendency to Question Stability of Market—Variable Quotations have Failed to Stimulate Confidence—Overseas Requirements a Deciding Factor

RECENT developments in the turpentine market attract specific interest when the marked increases in price are considered. A firm tendency has continued to prevail in southern primary sources of supply since early in September, and this decided stiffening has been reflected in increased prices on the Canadian markets.

The commencement of this upward trend in turpentine was generally looked upon as the beginning of another series of price fluctuations; and after the initial advance, the opinion was expressed by extensive dealers in the product, that further increases were not immediately expected, as the current demand was not then considered sufficient to warrant the higher price levels.

Shipments from the southern markets to European countries, however, served to maintain the firmer undertone; and instead of prices easing off a little, the upward trend continued. This situation in primary fields, served to supply repeated price advances to the Canadian trade, as stocks have generally been light, with dealers purchasing according to current requirements. The variable quotations that have existed on turpentine, naturally failed to stimulate confidence, and importers have adopted a careful policy of not being caught with a marked surplus on hand in the face of a diminishing demand, and expectations of future price fluctuations.

As pointed out in a previous issue of Hardware & Metal, producers in the south have been with-holding their stocks from the Savannah markets, claiming that there existed no profit in turpentine at the lower price levels. As a result, one of the marked causes for the existing increased quotations and stronger tone generally, is found in the smaller stocks available at primary centres. Added to this feature has been the noticeable increase in demand from various sources resulting in repeated price increases.

Such drastic changes are more remarkable at the present season, and in discussing this price trend with reliable dealers in turpentines, Hardware & Metal was informed that there is an inclination to question the healthy state of the markets arising out of the rapid rise. The feeling has been pronounced that further price advances are not likely to continue, and in this connection it it noted that while southern primary costs have eased off approximately half a point, the higher level is maintained on futures.

In addition to the European demands for turpentine which have figured rather prominently in the prevailing circumstances, there remain the winter needs of the paint and varnish manufacturers to consider. With expectations of an increased paint trade, and preparations for a banner year in its allied products, overseas requirements for turpentine on a similar scale with recent demands are stated as likely to be deciding factors in the maintainance of prices. Prevailing quotations are contained on the weekly paint market pages.

Weekly Paint Markets

MONTREAL

MONTREAL, September 29.—Interest is again attached to the paints markets this week by the continued strength of turpentine and the marked advance of 15 cents per gallon. This product has been decidedly firm in the past few weeks, but to continue with such a substantial price increase is a little surprising and the health of the present market is questioned by some well-informed dealers. Linseed oil quotations remain unchanged for the week, with a variation of prices existing among the different jobbing houses. The oil market has shown slight fluctiations with little material change resulting.

White lead in oil, putty and shellac remain unchanged both in quotations and market tendencies. Both former products are selling well, particularly putty, while shellac continues on a fairly firm basis. Window glass prices also remain unchanged at the Montreal net list.

Paint and varnish manufacturers report fairly active Fall demand. Added to this are the receipts of booking orders for next season's supplies. While yet early for this business, orders are coming to hand quite satisfactorily and in many cases for greater quantities than last year. These two factors cause the paint houses at present to again take on a busy appearance.

LINSEED OIL PRICES FLUCTUATE

Montreal.

With slight fluctuations during the week, linseed oil again settled at quotations of last week. There still exists a variation in prices quoted by the different jobbers, but 85 cents per gallon for raw in one barrel lots is the most general quotation. Last week 90 cents was given and some firms are still maintaining this price.

The oil market is seemingly very difficult to follow. Flax quotations fluctuate almost from day to day, with reports of crop conditions and demand being the two influences disturbing. For the latter it may be said a gradual improvement is noted, and a continuance of this, which will in all probability be shown, will be a decided factor in maintaining present levels. Paint manufacturers will require supplies for their next season's product, and during the fall and winter months it is felt that linseed oil will hold fairly steady around present figures. Following are prevailing prices:

LINSEED OIL—

	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 85	0 87
3 to 4 barrel lots, per gal.	0 83	0 85

Less barrels, add 10 cents per gallon.

TURPENTINE ADVANCES 15 CENTS PER GALLON

Montreal.

The strength of the turpentine market continues, and this week is followed by the substantial price increase of 15 cents per gallon, bringing present quotations of $1.12 in one barrel lots. The gradual increasing firmness in the two weeks previous did not cause undue interest among the trade, who considered it a tendency from the increase in demand from the low Southern stocks, but the health of the rapid rise this week is questioned by some well-informed dealers.

As stated stocks in the Southern markets are not heavy, and with the present spurt in demand the higher prices resulted. Paint manufacturers are now demanding supplies, this materially assisting towards the firmer tone in the market. Again, there is the European market which figured so prominently during the summer months. Therefore, while the rapid gain is thought to be a temporary position, it is felt that turpentine prices will continue fairly steady around the dollar figure at least, this leaving room for a decrease of 10 cents from the present high level. Following are present prices:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 12
2 to 4 barrel lots	1 10
Broken lots	1 22

PUTTY SALES ARE INCREASING

Montreal.

The movement of putty is now commencing in earnest at the new lower prices announced the beginning of the month. Dealers' purchases are still of smaller quantities than in other years and an active market is anticipated well up to the approach of winter weather. Following are prices for all quantities:

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk barrels, 800 lbs. .. .	4 00	4 50	4 75
Bulk drums, 100 lbs. . ..	5 00	4 75	5 50
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6.00	6 50	6 75
1-lb. tins	8 75	9 25	9 50

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices

LITTLE CHANGE IN WINDOW GLASS

Montreal.

There is little change in the window glass situation to report. Stocks are being refilled, following the temporary shortage of the past few weeks, and by the time of the active season, there is little likelihood of any shortage. Montreal net list continues to be the selling basis for window glass, with a slightly better quotation offered by some jobbing houses for quantity buying. This is by no means general, and is offered to reduce stocks of some sizes. When these stocks are lowered it is expected the market will settle on a steady basis for the active season which is now approaching.

UNDERTONE FIRM IN SHELLAC

Montreal.

Current quotations on shellac remain unchanged with a very firm undertone. A gradual advance is reported on outside markets with a spurt at the close of last week. According to information from these sources, a general business pickup, with supplies not too ample, account for the advances made. Locally, the demand is seasonably fair with stocks in good condition to meet the present requirements. Unchanged prices are the following:

SHELLAC—

	Pure White.	Pure Orange.
In bbls., per gal.	$4 10	$3 60
Gal. jugs, per gal.	4 40	3 90

TORONTO

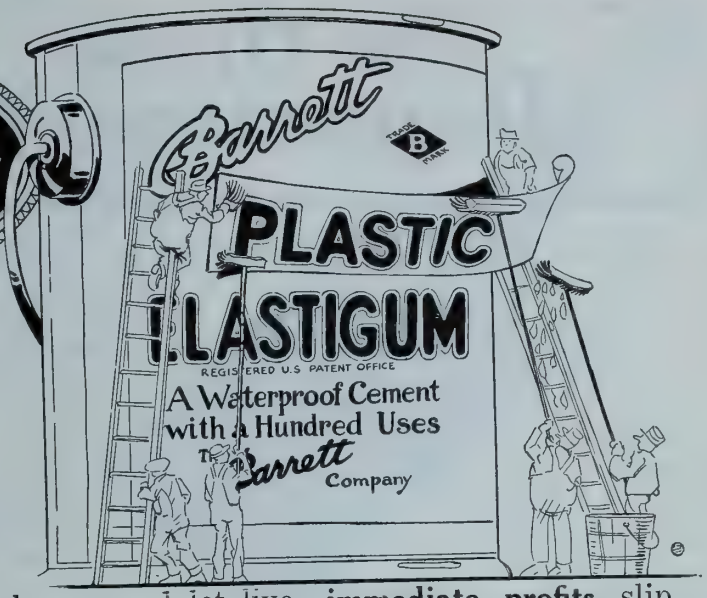
TORONTO, September 29,—Manufacturers and distributors of paint and the allied products report that the Fall movement is now under way. A gradual increase has been recorded in the volume of orders, and this is jointly attributed to the vigorous "Save-the-Surface" campaign, aided to some extent by the recent price reductions.

The higher price levels and the firm undertone recently attained in the turpentine markets, are still held; but the health of this upward trend is questioned in some quarters pincipally owing to the fact that southern producers, by withholding supplies from the markets, have caused an artificial shortage of turpentine, which in turn has been reflected in the advanced quotations.

Linseed oil prices remain unchanged this week, with flax seed holding its strengthened position, but the current demand for oil still being light. An improvement in this direction is looked for, principally aided by the expected demands from paint manufacturers in preparations for a big season in "paint & varnishes" next Spring.

(Continued on Page 64)

Barrett Roofings, Cements Industrial Paints etc.



Start these money-making cements to work for you to-day—

Don't sit back, waiting for the building boom, and let live, **immediate profits** slip right through your fingers. All around you are roofs—hundreds of 'em—in pressing need of patching and repairs. Don't miss this trick—don't pass up the profits in this roof-repair business.

Tell folks in your community how easy it is to renew their old roofs with Barrett Roof Repair Materials. Let 'em know your store is headquarters for these famous roof-repair materials. Go after this business hard, and then—watch the profits roll in.

Plastic Elastigum

A tough, elastic, waterproof, acid-proof cement with the consistency of thick molasses. There are so many uses for this ever-ready patching cement that it is known generally as "The Waterproof Cement with a Hundred Uses."

It is extremely easy to apply with trowel or putty-knife to any surface, wet or dry. It expands and contracts with surfaces of all kinds, whether metal, stone, concrete, wood, glass, glazed brick or terra cotta. Among its many uses, it is particularly useful—for flashing work of all kinds; for waterproofing gutters; for damp-proofing parapet and fire walls above flashings, for stopping leaks in roofs, around chimneys, skylights, etc.

Liquid Elastigum

A high-grade cement in liquid form, unequalled for recoating old and worn felt, metal, and "rubber" roofings. It actually gives new life to old roofs by forming a tough, weatherproof coating over the entire surface.

It not only seals cracks and small holes against moisture, but it is of sufficient body to level small hollows, and reinforce weak spots.

Liquid Elastigum is composed of non-volatile oils combined with asbestos fibre. It is applied very easily with brush or squeegee, and because of its fibrous nature spreads in a thicker layer than ordinary roof paint.

Liquid Elastigum is also very economical, one gallon covering from 100 to 250 square feet, depending upon the surface to be painted. Even after years of service it is still tough and elastic.

Dependable Products that Bring Big Profits

By carrying and recommending Barrett Plastic Elastigum and Barrett Liquid Elastigum you'll not only swell the total on your sales sheet, but you'll create genuine customer good-will by furnishing tested products that are sure to give satisfaction.

The Barrett Company

MONTREAL TORONTO WINNIPEG
VANCOUVER, ST. JOHN, N. B., HALIFAX, N. S.

The Brush Department

Advertises Extensive Range of Brushes

Many Varieties, Sizes and Styles of Brushes Indicated in Large Local Advertisements Confined to this Line—Cash Proof that Such Advertising Stimulates Brush Sales

EVIDENCE of the extent to which the brush stock can be pushed, in the average hardware store, is found in the experiences of the J. H. Ashdown Hardware Co., Calgary, Alta. On this page is shown an advertisement by this firm, devoted to brushes, and arranged in alphabetical order. In seding to Hardware and Metal a copy of this ad., which appeared in a space two columns wide and full length of the page in a Calgary newspaper, this firm states:

"In view of the recent splendid effort put forth by Hardware and Metal in recent issues regarding the Brush Department, we thought the enclosed advertisement might be interesting. It is something different and we believe original in advertising a line where so many varieties, sizes and styles predominate. It has caused a great deal of comment and we have cash proof that it brought results."

Few people will realize that the brush stock in the hardware stock is so extensive as to justify so large a space. It is by the use of such ads that the readers will be convinced of the wide range and importance of the various styles of brushes now available for their use. The ad. is well illustrated and arranged in such order as to facilitate reference. A number of "special values" are particularly marked. Linked up with other selling effort in the Brush Department of this store, the result was to stimulate sales.

"I guess you're right, young fellow. I know my wife will be pleased if she has a much brighter kitchen, for that is where much of her time is spent," smiled the satisfactory customer.

Through adopting these progressive business methods, Tom and his salesman succeeded in showing a remarkable increase in the volume of trade brought to their store. And while bigger and more sales developed, there was also another important phase to the outcome, and that was in satisfied customers. In proving the facts that underlay Tom' sales talks through truthful application, he also succeeded in gaining their friendship. The "Save the Surface" department furnished numerous opportunities for this mutual line of endeavor, and the proportion of "repeater" sales consequently became one of the store's strongest features. These were only partial results accruing from the appication of a little extra effort to "Paint and Varnish" in the Fall, as well as during the Spring.

HALF A DAY IN JONES' PAINT DEPARTMENT

(Continued from page 55)

face" department, and had absorbed all the knowledge he could in reading, assisted by Tom's explanations and salestalks.

"How much green paint will it take for our kitchen ceiling? It is about 14 feet by 12," was the question of the next paint prospect.

"Do you wish to give it one coat or two?" inquired the young man.

"Just one, if I can get the same shade."

"A half-gallon would be plenty," was the answer. At the same time the salesman produced a color card.

"It is about this shade," said the man, pointing to a green that was altogether too dark.

"Save the Surface" arguments could hardly be used here, but the young man was equal to the occasion; where he believed a bigger sale could be made and a more satisfied customer.

"For a ceiling, don't you think that is a little too dark? While a lighter shade will require more paint to cover, I believe you would be satisfied in the end. With this shade (pointing to a silk green) on the ceiling, and a little darker one for the woodwork you would have a much brighter room for the long winter days. You know the women like a nice light kitchen, and this combination will work fine."

FLINT VARNISH CO. PLACE WAREHOUSE STOCK IN WINNIPEG

The Flint Varnish & Color Works of Canada, Limited, Toronto, have just placed a warehouse stock in Winnipeg, where they will carry a full line of their Varnishes and Specialties to take care of the trade in the Middle West. They now have warehouse stocks in Montreal, Winnipeg and Vancouver.

Whoever You Are!

YOU WILL FIND IN THIS LIST WHAT YOU NEED IN HIGH GRADE

BRUSHES

And if your requirements are in brooms or brushes, call at our Brush Department on second floor. ASHDOWN'S

The alphabetical arrangement of this list will help you choose yours quickly. There are a number of very special values marked "Special."

AUTOMOBILE Fountain Brush, fits the ordinary hose, for washing your car. Special $2.98
Auto Spoke Brushes, reg $1.85 for $1.50
Auto Mud Guard Brushes, each $1.00
Auto Spark Plug Brushes, each ..... 35¢
Auto Upholstery Brushes, each $1.00
Artists' Red Sable Showcard Brushes, each 90¢ to $4.50
Artists' Black Sable Lettering Brushes ... 45¢ to $3.15
Artists' Russia Sable Show Card Brushes, ea. 65¢ to $1.55
Artists' Red Sable and Camelhair Quills, 10¢ to ..... 60¢
Artists' Black Sable Muslin Brushes and Oxhair Poster Brushes... 40¢ to $3.50
Artists' Bulletin and Scenic Brushes, each .35¢ to $1.25

BARBERS' Neck Brushes, fine black bristle, glue set. Reg. $1.25. Special ..... 85¢
Bathtub Brushes, white stock on twisted wire frame; each... $1.00
Billposters' Paste Brushes, regular $12.75. Special $7.98
Bookbinders' Glue Brushes, round or flat 40¢ to $1.95
Bottle Brushes for pint or quart milk bottles, best quality. Regular 50c. Special ..... 17¢
Baby Bottle Brushes, each 15¢, 25¢, 35¢
Bricklayers' Brushes, wire drawn. Special... 15¢
Bronzing Brushes, soft long handled brushes for radiators, each.... 60¢
Butcher Block Brushes—Steel wire, special 37¢

CARRIAGE Painters' Dusters, each...75¢ to $2.50
Casting or Foundry Brushes, regular $1.60. Special $1.10
Cloth Brushes, fine stiff bristle; each ..... 50¢ to $2.00
Counter Dusters, soft white stock. Reg. 90c. Special ..... 57¢

DUSTERS, Painters', at.... 35¢, 75¢, to $2.75
Dusters, janitors, turkey leather, large. Reg $2.00 for $1.50
Dusters, stair carpet, stiff whisk material Regular 90c. Special..... 67¢
Dutch Kalsomine Brushes, Boeck's best, reg $17.25. Special $11.98
Simms' Best, reg. $19.25. Special $13.50

ENGINE Brushes, used with gasoline for cleaning auto engines Special ..... 75¢

FEATHER Dusters—Household size, each $1 to.. $2.75
Floor Brooms, black fibre, complete with handle, each ..... 98¢
Black Hair, regular $2.00 for $1.33
Black Bristle, reg. $3.75, for $2.68
Whisk Carpet Broom, reg. $2.75 Special.. $2.19
Floor Waxing Brushes—Johnson's household size. Reg $3.50. Spec $1.75
Floor Weighted Waxing Brushes, American style. 16-lb., regular $8.00. Special $5.95
20-lb., regular $9.75. Special $6.95
Canadian Style $4.25 to $5.75
Fresco Brushes, angular and flat, each.... 35¢ to ..... 75¢
Furnace Brushes, steel wire, 4-foot handle. Special ..... 69¢

GARAGE Brooms, palmyra filling. Reduced prices—
18in., special ... $3.50
24in., special ... $5.00
Gilders' Tips, camel hair; each ... 50¢ and 65¢
Grease Brushes, 2in. white. Reg $1.10 Special 85¢

HEARTH Brushes, lampico filled. To clear at ..... 27¢
Horse Brushes, each 30¢ 40¢ 50¢ to $1.55

KALSO Brushes, short black hair; 7in. Special $1.89
7in. rubberset, medium black hair. Special $1.89
7in. long black bristle. Reg. $5.00. Spec. $3.89
7in. extra long black bristle. Regular $15.75. Special $10.98
7in extra long white bristle. Regular $18.75. Special $12.98

LACQUERING Brushes, camel hair, each 50¢ to ..... 85¢
Lamp Chimney Brushes—each ..... 50¢

MARKING Brushes, each ..... 10¢
Milliner's Hat Brushes, extra fine white bristle $1.25
Mason's Skinning Brushes, 7in., regular $10.75. Special $7.98
Mottling Brushes, camel hair, 1½ to 2½ inches; each... 60¢ to $2.50
Moulders' Brushes, steel wire, each ..... 60¢ to $1.25

NAIL Brushes, 6 styles. Each... 5¢ to 20¢

PAINT BRUSHES, oval long stock; shop worn. To clear. $1
Boeck's Oval King, No. 80. Extra special.. $3.89
Paint Brushes, flat style, for floor paint.... 80¢ to $1.50
Paint Brushes for house paint, 3in. $1.65
3½in. $2.25
4in. $2.45
Master Painters' Flat Wall Brushes, rubber-set, and heavy long black bristle, 2in., reg. $12... $2.35
3½in., reg $4.25... $2.98
4in., reg $6.00... $4.33
Painters' Wire Scrub Brushes, good size Special ..... 47¢
Paperhangers' Brushes—Household style. Special ..... 57¢
Paperhangers' Brushes—Pure black bristle, rubberset. Regular $5.25. Special $3.75
Paste Brushes, 6in. rubberset. Regular $5.25. Special $3.98

RADIATOR Brushes, wire drawn; 30-inch length. Regular 60c Special ..... 35¢

SASH TOOLS, No 10 black hawk, rubberset. Regular 60c. Special ..... 39¢
Sash Tools, cement set, all sizes; each ... 15¢ up
Separator Brushes, 8 large assortment, each 15¢, 30¢ to ..... 75¢
Shaving Brushes, mixed stock; each ..... 50¢ to $1.00
Badger and Bristle, each— $2.75 to $8.00
Shingle Stain Brushes, fibre filled. Regular $1.25 for ..... 98¢
6in. black bristles, rubber-set. Special $1.23
Painters' heavy mixed stock. Regular $1.25 Special $3.19
Shoe Brushes ... 30¢ to ..... 75¢
Shoe Daubers ... 25¢ to ..... 75¢
Sink Scrubs..10¢, 15¢ to ..... 35¢
Stable Broom Heads, 12in. Save on the handle by inserting your old broom handle Special .. 77¢
16-inch, complete with handle. Special $1.27
Stencil Brushes... 35¢ to $1.00
Stippling Brushes, extra long grey bristle. Reg $6.25. Special $4.95
Stove Brushes... 35¢ to ..... 60¢
Scrub Brushes ... 15¢ to ..... 60¢
Striping Pencils and Sword Stripers 35¢ to 75¢

TAILORS' Pressing Brushes, two only to clear. Regular $4.00 Special $2.50
Tar Brushes, Boeck's 3-knot. Special .. 98¢

VARNISH Brushes—Cement set, ea. 10¢ to 25¢
Rubberset 25¢ to 60¢
Flowing Brushes, rubber set, 3in. Regular $4.00 Special $2.89

WINDOW Brushes—No. 8, round, soft. Special ..... 85¢
Grey bristle or twisted wire, with 6-ft. handle. Regular $1.85 Special $1.59
White Wash Brushes, 6in. special .... 33¢
7in. special ..... 55¢

FOR BRUSHES OF ANY KIND TRY
Ashdowns
THE BIG BUSY HARDWARE
110 EIGHTH AVENUE WEST.

Boeckh's Brush News

Recognizing, as we do, the necessity of keeping in close personal touch with our customers, we have decided to issue a monthly letter. In this we shall endeavor to give the trade interesting articles that will helpfully promote the merchant's sale of Boeckh's Brushes to our mutual advantage.

We appreciate, fully, that the Retail Trade forms a strong connecting link between the Manufacturer and Consumer. It is our object, and our constant aim, to strengthen this powerful link through our co-operation.

We particularly invite attention to the fact that we are National Advertisers. It is hardly necessary to enlarge on the great assistance this must be to the Retail Trade in the selling of Boeckh's Brushes. An advertised article is not only easier to sell, but the buyer's mind is already favorably influenced. He is in the mood for acceptance when, upon his entering your store, you recommend Boeckh Products or his attention is called to them by a show-card, properly placed.

We also intend to make our Service Department of real help and service to you by close, careful attention to inquiries and prompt filling of orders. You may always feel assured that your interests, when intrusted to our care, will receive the earnest, close attention to which they are entitled.

It is our desire that each of the best Retail Hardware, and Paint and Oil Dealers in the Dominion, should regard himself, not only as in close relation to us, but as our agent for the sale and distribution of our products.

The Boeckh business has existed and prospered for over sixty-five years. Its success has been due to our policy of supplying an invariably honest and reliable line of goods, well advertised, and further assisted by good service and close attention to the requirements of both Dealer and Consumer.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

TORONTO PAINT MARKETS

(Continued from Page 60)

TURPENTINE PRICES HOLD ADVANCED POSITION

Toronto.

The firm showing on the turpentine markets and the recent advanced quotations are maintained this week, and the local price remains at $1.15 per gallon in one barrel lots. While southern primary markets have now eased slightly from the height of the recent upward trend in quotations, yet futures still retain the advanced position, and no immediate decline to the previous existing price levels is generally expected. The momentum of the increase may temporarily have subsided, for the higher offerings have tempted producers to increase the volume of their market output, and if any marked movement should develop in this direction, this would relieve the present low condition of available stocks.

As was pointed out in a recent issue of Hardware & Metal, southern producers have been withholding supplies from the markets, stating that at the low prices which previously existed, there remained no profit in the trade. The suggestion was even made that cutting should cease for a given period in order that price levels may be readjusted upward through the consequent shortage of turpentine that would develop. Therefore, the present state of the southern markets is questioned by some prominent local dealers of turpentine, because of these facts underlying the prevailing situation.

The apparent shortage of turpentine on the markets, coupled with recent shipments to European countries, have assisted in producing the firmer tone in southern supply centres. With these elements has been added some slight increase in the general domestic demand, which in turn served to maintain the higher price levels. With local importers purchasing according to current requirements, these conditions have been reflected in price advances recently announced.

Following are the average local market quotations:

TURPENTINE—	
1 barrel lots, per Imp. gal.	$ 1 15
2 to 4 barrel lots, per Imp. gal.	1 14
5 gallon lots, per Imp. gal.	1 30

CURRENT DEMAND FOR LINSEED IS LIGHT

Toronto.

Quotations on linseed oil remain at the price level recently in effect, namely 92 cents per gallon for raw, and 95 cents for boiled in 1 and 2 barrel lots. Conditions governing the price on oil, have been practically unchanged, with flax seed holding the higher levels recently attained. The current demand for linseed, however, is light.

Increase business in oil is however, generally looked for in the future, and the requirements of paint manufacturers is expected to share in this connection. Preparations for a banner Fall season in paints has now been launched, and with another big season looming ahead next Spring, linseed oil should be one of the factors in winter manufacture. The definite effect of the season's flax seed crop on prevailing prices of oil, has not yet been established, for the estimates governing the Argentine crop are incomplete. Current local quotations follow:

LINSEED OIL—		
1 to 2 barrels lots, per gal.	0 92	0 95
3 to 5 barrel lots, per gal.	0 91	0 94
6 to 9 barrel lots, per gal.	0 89	0 92

Less barrels, add 15 cents per gallon.

FOR THE FALL LOCAL ADVERTISING

(Continued from page 57)

would be sold. This is another point which might be taken up in the advertising. For instance along with the definite suggestions made in the ads as to the refinishing of the veranda floor after the summer's scuffing, or the treament of floors as protection against the winter's ravages, some details could be given right in the ads as to the results obtained from certain combinations and possibly samples could be shown at the store of the results so obtained. There is no limit to the possibilities offered for writing effective copy on the subject of paints and varnishes.

The two sample ads shown herewith are designed in the one case to reach the city property owner and housewife, and the other is for the farmer. The ideas outlined could be changed if necessary to work in some local references.

ARRESTS FOLLOW FAILURE

(Continued from page 35)

contrary to law, being or acting in the capacity of an officer, clerk or servant of N. Brenner and Company, unlawfully and with intent to defraud did make or concur in making false entries in or did omit or alter or concur in omitting or altering material particulars from or in books, papers, writings, valuable securities or documents which belonged to or were in the possession of his em- the said N. Brenner and Comp- , or which had been received by him for or on behalf of his said employer, to the criminal code.

"That Gordon I. Blackford in the years 1918, 1919 and 1920, being or acting in the capacity of an officer, clerk, or servant of N. Brenner and Company, unlawfully and with intent to defraud did destroy, alter, mutilate or falsify books, papers, writings, valuable securities, or documents which belonged to or were in the possession of his employer, the said N. Brenner and Company, or which had been received by him for or on behalf of his said employer or conceived in the same being done, contrary to the criminal code.

Charges "Spite Work" on U. S. Interests

The vice-president of the company is alleged to have stated that the arrests are the result of "spite work" by interests in the U.S. The bookkeeper is said to have stated that a threat had been used by interests in the United States to close the firm up. His actual words were "Some Americans over on the other side tried to put it over the firm but they failed and of course they are peeved."

The statement of Meyer Brenner, vice-president of the company was as follows:—

"The company went into liquidation voluntarily. It had a large number of contracts outstanding for foreign exchange and the market went down. They think money was taken out, but that is not so." Mr. Brenner further stated that the firm did a large business in buying and selling of metals though their operations were confined largely to dealing in futures. At the same time, in connection with their trading in metals they were heavy dealers in exchange, and losses in metals, due to declining prices and to exchange transactions forced them to go into liquidation. The heaviest creditors of the company were said to be New York banks, prominent among them being the Shawmut Corporation. The claims of the banks are for losses on contracts. He stated that had the company not been forced to go into liquidation last November it would have recovered to a considerable extent, since contracts running into January, February and March would have shown a profit. One contract with the British Government for a large amount had to be abandoned, it was said.

Banks at Fault?

It is the opinion of an official of one large Toronto metal firm that the banks who constitute the heaviest creditors were much at fault in giving accommodation on such a large scale without better security.

The construction placed on the matter by this official, judging by a study of the charges, is as follows:—"The Brenner firm had evidently had big dealings in metals and exchange with overseas and other interests and had made certain profits to which the Brenners evidently thought they were entitled to apart from the business of N. Brenner & Co. Ltd. The company having subsequently failed, the cred- will probably endeavor to prove that the assets of the company were used in the making of the profits retained by the officials named. Had this been a partnership business, instead of a joint stock company, such profits could have been retained legally, but to offend the regulations governing the latter form of company organization is a serious matter."

Follow Nature's Example

Paint is to the House as Bark is to the Tree

Nature is mankind's greatest teacher—not only does she give free instruction in the art of decoration in color, line and form, but she is also the greatest living exponent of protection against decay and destruction.

A tree without its bark would rot and die through lack of protection against the elements—similarly all surfaces subject to wear and tear need the protection of a "surface saver."

Merchants who pass along this thought to customers during the winter months can do a lot to create new business for interior paint, oil stain, varnish, enamel.

Remember also that ever since the inception of the "Save the Surface" campaign, the B-H advertising has always very closely tied up with the movement. We realize fully that the B-H dealer represents us in his territory—so we put forth every effort to help him make the maximum number of sales. This is the sort of co-operation that helps the dealer. This effective dealer support, combined with highest quality goods, makes the B-H line highly profitable for any live dealer to handle.

Particulars of the B-H Agency Proposition will be gladly sent free on request.

BRANDRAM-HENDERSON LIMITED

MONTREAL — HALIFAX — ST. JOHN — TORONTO — WINNIPEG
MEDICINE HAT — CALGARY — EDMONTON — VANCOUVER

How To Save the Surface Is the Important Point

Meakins Brushes

Are The Important Factor

Everyone admits the truth of the Surface Saving theory, but how shall the surface be saved? Paint or Varnish, is the natural answer. But a faulty coat of paint is no security. One defective spot in the protecting film of paint opens the way to weather attacks.

For successful surface protection it is essential that the paint should perfectly protect the surface, and Meakins Brushes, because of their superiority, are the best assurance of a perfectly applied protective film of paint.

Warehouses:—Winnipeg, London, Toronto, Montreal, Vancouver, Pilkington Bros., Calgary, Alta.

Meakins & Sons Limited

Hamilton, Ontario

"Save the surface and you save all" *Paint & Varnish*

SHERWIN-WILLIAMS PAINTS & VARNISHES

ARE THE IDEAL SURFACE SAVERS

Sherwin-Williams dealers with a Paint or Varnish for every purpose are right in line to secure a big share of the paint demand resulting from "Save The Surface" publicity.

For whatever painting job the customer has in view there's a Sherwin-Williams product exactly suited to the need.

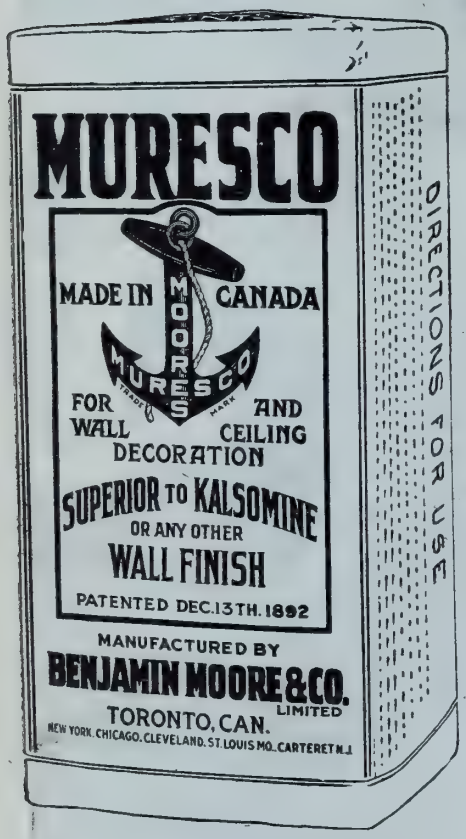
And the fact that Sherwin-Williams quality is recognized as standard the world over brings to the paint department of the Sherwin-Williams dealer the greatest selling force of all—the confidence of the paint buying public.

If you are not already a Sherwin-Williams dealer we invite you to write us now for full particulars of our Agency offer. Post card will do.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
FACTORIES: MONTREAL, TORONTO WINNIPEG, LONDON, ENG

If interested tear out this page and place with letters to be answered.

Sales Constantly Increase



Are You Cashing in on Muresco?

The enormous increase in the sales of Muresco for 1921 certainly prove the old adage, that, "Nothing succeeds like success."

The wonderful popularity and consequent increase in sales is multiplying in two directions. Consumers get such splendid results with Muresco, find it so easy to apply, and show it to so many admiring friends, that merchants find it more and more advantageous to feature Muresco in their window displays and local advertising.

If you are not yet cashing in on the paying popularity and constantly increasing sales of Muresco---do it now!

Write today and learn what Muresco can do for you.

Ask for the Agency Proposition.

Creates a "Homey Feeling" When applied to Wall or Ceiling

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
Toronto Winnipeg

"Save the surface and you save all" *Paint & Varnish*

GLIDDEN

EVERYWHERE ON EVERYTHING

It's Wearette!

"Save the surface and you save all" *Paint & Varnish*

Here's Wearette, the sturdy little Glidden helpmate who helps to keep things in the home spic and span.

Whenever there are worn, unsightly surfaces on woodwork or furniture, whenever there are window sills dull from exposure or cupboards that are scuffed and scratched, Wearette will quickly revive them. When you stop to visualize the countless things in thousands of homes that require refinishing, you get an idea of what Wearette will mean in your business.

The Glidden name and the Glidden green label are so well known and popular throughout the Dominion that Glidden products are not only readily accepted, but in fact are in demand. If you are not now handling the Glidden line, write at once for dealer proposition.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ont.

Branches at Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

Wear Resistant on Floors *Water Resistant on Furniture*

"61" FLOOR VARNISH
Gives Extra Service

MADE to possess *wear*-resistance, as well as water-resistance, "61" *does* give extra service. "61" Floor Varnish is so finely "balanced" as to give a range of service far greater than ordinary varnishes. "61" *dries quickly* and *lasts long;* has *great luster* and *spreads far;* has *brilliancy* of color and *permanency* of color.

In national magazines reaching millions of homes, people have been reading *why* and *how* "61" — "The Balanced Varnish" — gives extra service. Make the *readers* in your community your *customers!*

And "61" gives extra service to the dealer in that it is a fast-selling, business-building line with a thirty-year reputation behind it. Ask us *now* about the "61" introductory proposition which, like the varnish and the advertising, is consistently well balanced.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario.

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Paint & Varnish

If interested tear out this page and place with letters to be answered.

NOW is the time to consider what your Paint Department has accomplished during the past season.

Dealers who have put in the Canada Paint Line, which comprises a Perfect Finish for Every Service, have at once noticed a steady increase in sales.

Let us send you Full Particulars.

"Save the surface and you save all" *Paint & Varnish*

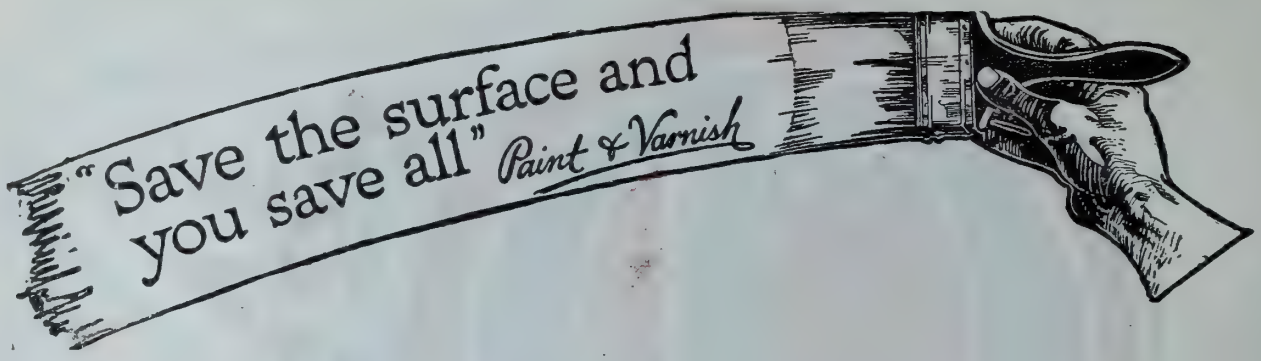
THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

If interested tear out this page and place with letters to be answered.



Now is the Time to Cash In!

Right now while the Fall advertisements of the "Save the Surface" campaign are appearing in magazines and newspapers across Canada, you can link up with the campaign and cash in on it. Winter is in sight and all out-door surfaces need protection against snow and frost, and in-door surfaces need re-decorating. Your show windows, store interiors, local newspaper advertising, circular matter and your over-the-counter talks can be linked up with the "Save the Surface" idea.

The results of our combined efforts will mean more paint and varnish sales, conservation of our national assets, and incidentally more profit for you.

Link up with our efforts without delay, and make use of our dealer helps---store cards, window transparencies and electros.

Save the Surface Campaign Committee

509 Royal Trust Chambers, 107 St. James Street, Montreal

If interested tear out this page and place with letters to be answered.

FLINT

PAINTS AND VARNISHES

BLUE DIAMOND on the label is the customers' assurance that the product is the very best for the purpose intended.

You only have to sell a customer BLUE DIAMOND products once, and then he knows what brand to ask for.

Repeat orders are what count.

"Save the surface and you save all" *Paint & Varnish*

FLINT VARNISH & COLOR WORKS
OF CANADA LIMITED
owned and operated by
CANADIAN EXPLOSIVES LIMITED
HEAD OFFICE
TORONTO
Montreal Winnipeg Vancouver
Sudbury Halifax

VARNISHES PAINTS FLINT STAINS COLORS

Quality Means STRENGTH

Uniformity Means SATISFACTION

A & E CO's AD-EL-ITE STAINS

T.M. REG. U.S. PAT. OFF.

AD-EL-ITE DRY STAINS are the standard by which finishers have judged stain values for thirty years. They are exceptionally strong, brilliant, are non-fading and always uniform.

A D - E L - I T E PENETRATING OIL STAINS are made from our famous dry stains in all popular shades. They are mixed in scientific proportions, and thoroughly dissolved in oils of special penetrating power.

Color cards, descriptive booklets and complete outline of our co-operative resale proposition are yours for the asking.

ADAMS & ELTING CO.

17 Adelaide Street, E., TORONTO

Chicago New York

If interested tear out this page and place with letters to be answered.

Floglaze

Registered

"The Finish That Endures"

"Save the surface and you save all" *Paint & Varnish*

Floglaze

The Seven Floglaze Lines

Home and Farm Finishes
Velvet Finish
Art Shades
Auto Finish
Porch and Veranda Floors
Lac Shades
Exterior Finishes

"Porch and Veranda" for Fall Painting

Summer heat has left Porch and Veranda floors dry—in best condition for painting. Painting now will give them protection against the Winter's dampness.

Floglaze will give them a glossy, hard-wearing surface.

There is a special Floglaze line for Porch and Veranda Floors—and a Floglaze for every surface in fact—all found in one of the seven Floglaze lines.

Write for our booklet "A Guide to Larger Profits" which outlines our dealer proposition in detail and shows how our policy of concentration hastens turnover and increases profits in the paint department.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

Distributors for British Columbia:
The Callander Shore Co., Limited
155 Pender St. West
Vancouver, B. C.

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal

If interested tear out this page and place with letters to be answered.

Linseed Oil

Maple Leaf Brands of Oil

Raw
Olden
Varnish
Boiled

Pale Boiled
Double Boiled
Refined Bleached

Heavy Bodied Raw
Heavy Bodied Boiled
Special Oils to Order

"Warranted Pure"

(The Slogan of this Company)

The Canada Linseed Oil Mills

LIMITED

Mills at

MONTREAL and TORONTO

MAIL ORDER
vs.
THE DEALER

Win out! You're right on the ground, amongst customers, friends and neighbors. The advantage is all with you! Why should the Mail Order house get a look-in if you have the goods and treat your customers rightly.

A full line of O.P.W. products will make all kinds of friends for you and you will keep the friends you make. O.P.W. stands behind you long after the paint is sold, and recommends you for the next job.

The O.P.W. lines are priced rightly. They leave you a generous margin for profit. Write us to-day. Don't let the mail order houses get ahead of you.

Ottawa Paint Works
Limited

Ottawa, Canada

Branches: Montreal and Toronto

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S. Mush ..	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush. .	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle ...	....	14 00	17 50
25 Short ...	$23 5^	.....	.....
25 Long ...	33 00	.....	.....
32 Short ...	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W..	38 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter .	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special ...	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz. ..	14 25	15 50
Hunters' axes, doz..	13 50	14 50
Single bits, doz. ...	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...	$0 50	Group 3	.$1 00
Group 4...	1 50	Group 5	.. 2 00
Group 6...	2 50	Group 7	.. 3 50

Axes, bench, 45 per cent. off list.

BABBIT

Prices on babbit fluctuate with the etal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 22½ per cent.

Gilmour Auger Bits, 7½ per cent.

Gilmour Eye Augers, add 5%.

Irwin auger bits, list plus 5%.

Irwin car bits, discount 5% off.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS (Wash) Zinc. Dozen

Baby Globe	$2 70
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	2 70
Royal Globe (zinc)	5 85
Solid Black Globe (zinc) ...	6 60
Standard Globe	6 00
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.

BOILERS (Range)

	each
30-gal., standard	$8 75
30-gal., extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 35%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 20%.

Carriage Bolts ($1 list), 7-16 in. dia, and larger, 20 %.

Machine bolts, ⅜ in. diameter and smaller, 4 in. and shorter, 45%.

Machine bolts, ⅜ in. dia. and smaller, longer lengths, 30%.

Machine bolts, 7-16 inch dia. and larger, 35 per cent.

Sleigh shoe bolts, all sizes, 20%.

Coach and lag screws, 40%.

Bolt ends, 35 per cent.

Square head blank bolts, 35%.

Plow bolts, 1, 2, 3 head, 25%.

Plow bolts, others, 30%.

Elevator bolts, large head, 20%.

Elevator bolts, corrugated heads 50 per cent.

Fancy head bolts, 20 per cent.

Shaft bolts, ($3 list), 20 per cent.

Step bolts, large head ($3 list) 20 per cent.

Whiffletree bolts, 20 per cent.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, add to list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, add to list, $1.00.

Nuts, 2 in., and smaller, hexagon — Blank, add to list, $1.00. Tapped, add to list, $1.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
Do., Toronto	0 26
Rods, base ½ to 1 in., round, Montreal	0 23
Do., Toronto	0 23
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 32

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings.............	$ 6 65
No. 5, standard.............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots— Toronto.	
Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10 per cent. f. o. b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
Clothes Bars, No. 1	14 00
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No.	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $1 14

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	P
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 5[illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 30	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 30
Plain Tinned, 16 oz. and heavier, lb. ..	0 37	0 38
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 43
Tubing, lb.	0 34	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b. Montreal.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8 75; London, $8 50.

DAMPERS—

	Doz.
Cast, Champion, 5 inch ...	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c; 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

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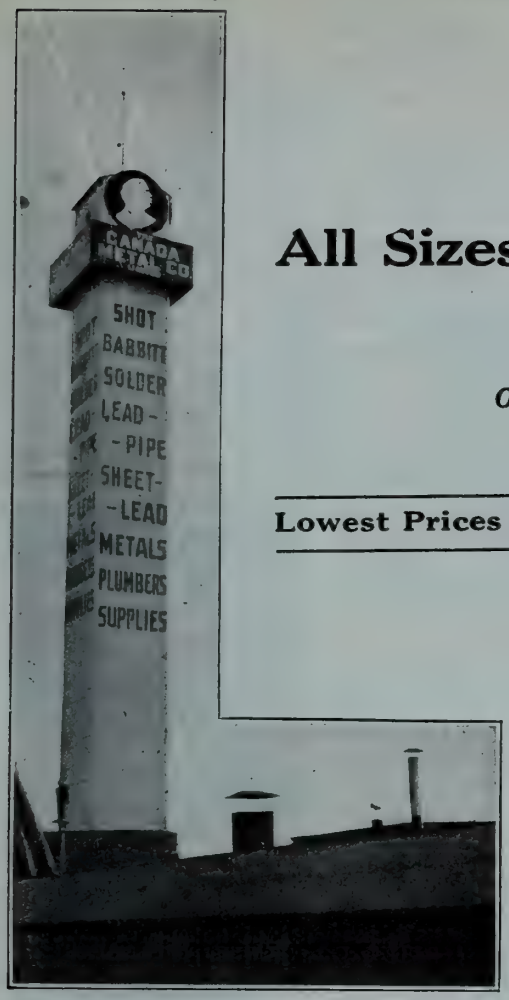


SHOT

All Sizes **25 lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto **Montreal** **Winnipeg** **Vancouver**

Watch for Our Ad Featuring

K-T Clothes Line Pulleys or Well Wheels

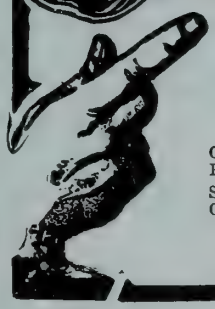
In next week's space. We also make K-T Cobbler Sets, Window Weights, Coal Chutes, Clean Out Doors, Clothes Reels, Horse Weights, Well Wheels and Clothes Line Pulleys.

THE KATIE FOUNDRY

GALT, ONTARIO

GERMANTOWN

LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

CARTER'S

Your Paint Customers Know It.
CARTER'S GENUINE DRY RED LEAD.

Carter's has won the confidence of the Canadian paint user because of its never changing Quality. Recommend Carter's. It is made from the very best grade of Canadian pig lead, highly oxidized and very finely ground. Mixed with pure linseed oil it furnishes a free flowing protective paint for all manner of metal work.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are three other Carter products worth stocking.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Ave. Montreal.

If interested tear out this page and place with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 35 to 37½%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kearney, Foot, Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	20%	20%
Malleable bushings	30%	27½%
Cast bushings	30%	30%
Unions	40%	40%
Flanged unions	20%	20%
Plugs, cast iron	30%	25%
Plugs, solid	....	25%
Plugs, countersunk	net	25%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
	0 57	0 72
A	0 22	0 31
B	0 14¼	0 22
C		

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES— Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie. 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do. 9-16 in.	28 50

Prices, net.

HAME FASTENERS Per Doz.
Dodson $4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

Discount, 10 per cent.

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal. Toronto, Hamilton, London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

	Per Doz.
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING
Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater $12 00
Heatray Heater 14 00
Discount 22%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. Doz. sets.
Clark's No. 1. .... $2 22

HINGES, SPRING
No. 200 and No. 20, per doz. $ 2 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant,	8 00	...
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corugated, ½ in., 100 ft.	$16 00
Do., ⅝ in., 100 ft.	18 00
Do., ¾ in., 100 ft.	21 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	2 12
Potts, nickel plated, per set	2 25
Potts handles, japd., grs.	20 75
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd	$12 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	$1 65 doz.
3 doz. cases	1 55 doz.
6 doz. cases	1 35 doz.
Cold blast, genuine ruby	3 40 doz.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	? 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century. Electric	160 00

F.o.b. Montreal, Toronto, Hamilton.

	List each
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive.	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$11 50
Pick, doz.	11 50

F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net

Liquid Veneer		$20 00
O-Cedar, less handle		14 00
Do., with handle		16 00
S. W. Mops, complete		4 75
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 25
Crank wringing	7 00	9 00
Smarts'		4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.00 base.
Owen Sound or Collingwood, $4.00 base.
F.o.b., Montreal, $4.00 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.10.
Sault Ste. Marie, Port Arthur Fort William, $4.40 base, f. o. b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto. Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities $12.50.

Boost Your Roaster Sales With Popular Viko Roasters

The big season for selling roasters is here. The popular Viko line of aluminum includes four types of roasters in different sizes—round and oval shapes—that are big sellers wherever they are shown.

Women prefer aluminum ware for cooking and roasting. VIKO, The Popular Aluminum, is durable and is priced to appeal to present day buying tendencies—big value at moderate price.

The Viko line contains utensils for every kitchen need. It offers you a good profit and builds repeat sales. To get your share of the Thanksgiving and holiday trade on roasters and other aluminum utensils take on the Viko line—now. For full information—

Ask Your Jobber

Aluminum Goods Manufacturing Company

General Offices: Manitowoc, Wisconsin, U. S. A.

Makers of Everything in Aluminum

VIKO

The Popular Aluminum

If interested tear out this page and place with letters to be answered.

SNATHS Doz.
00 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 13 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.
Cast, Nickel Plated:
No. 7......$1 75 No. 9 ...$2 25
No. 8...... 2 00 No. 10 .. 2 50

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking — List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters — List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe findings—List adopted March 24th, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 60
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	45	45	45
Draining Tools	45	45	45
Hollow Back Scoops	45	45	45
Sand Shovels	45	45	45
Hollow Back Shovels	45	45	45
Hollow Back Coal Shovels	45	45	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	45	45

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

STRETCHERS CURTAIN—
Star, No. 1, doz........... $27 60
Star No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00
Little Daisy 2 00
Little Queen 3 00

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 46%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .... .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 15%
Regrinding Valves 10%
Swing Check Valves....... 5%
Compodisk Valves 10%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London Hamilton

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

Week by week—year in and year out — Starrett advertising goes steadily on, building business for Starrett dealers—educating machinists to higher standards of metal-working craftsmanship — teaching them to save time, reduce wastage, increase output—through the larger use of Starrett Precision Tools.

Send for Catalog No. 22 "MA".

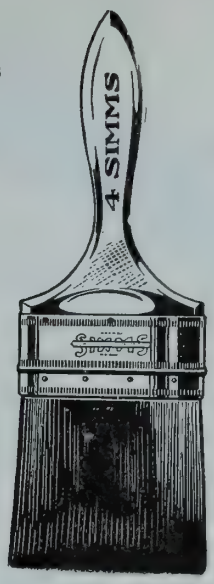
THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws
Unexcelled

ATHOL, MASS.

Sell Starrett Tools

The Bristles are set in rubber.



56 years of know-how.

Honest Wear

We stand behind every brush bearing the Simms trade-mark because we know it is an honest brush made of honest materials by honest workmanship. We know that it will give satisfaction and long honest wear.

TRADE SIMMS SET IN RUBBER MARK

Paint and Varnish Brushes

have been on the market for 56 years. Their quality is now so well known that experienced painters are learning to ask for them by name. You will gain added prestige for your store by displaying Simms' Paint and Varnish Brushes in your window and on your counter.

T. S. Simms and Co. Limited
ST. JOHN, N. B.

Montreal, Toronto, London, Ont., Winnipeg

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand
Capewell— Per 25-lb.box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12............ 5 75
Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.
12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 42 inch...$12 60
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch...20 00

¾ inch mesh and 20 ga. wire.
24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.
24 inch..$16 50 36 inch...$24 00
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal,
Canadian netting, 2-in. mesh, net.
1-in. mesh, net.

American netting, 1-in. mesh, net.
Invincible— Per rod
1848 ... ... 0 80
2060 ... ... [illegible]
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 85
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ....$17 00
Plumbers' 7 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 18½
Palacine, gal. 0 21½
Gasoline, net, gal. 0 31
Above prices net.

Gallon
Black oil (summer) 0 21.1
Black oil (winter) 0 21.6
Capital, cylinder 0 78.1
Mach. oil, reg. grades 0 46.6
Imperial gas engine oil.... 0 59.1
Paraffine 0 22.5
List, less 15% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy $1.10
List less 15 per cent.
Polarine, medium, list.... 1 05
Polarine, heavy, list 1 05
Polarine, ex-heavy, list .. 1 40
List, less 25 per cent.

Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net 0 08
Do., tank cars, net 0 06
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS
See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 13
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch	$1 35	1 35
Do., No. 2, Anch.	0 75	0 85
Do., No. 2 Elephant.	0 75	0 95
Tarred Fibre, No. 1 Anchor	1 45	1 45
No. 2	1 10	1 10
Elephant Brand, tarred, No. 2	1 10	1 25
Surprise Fibre	0 95	1 05
Empress Dry Sheath'g		1 45
Stag Sheathing	0 95	0 95
Cyclone, dry	1 35	1 45
Do., tarred	1 45	1 60
Joliette Sheathing	0 75	0 95
Do., tarred	1 10	1 25

Per 100 lbs.
Monarch Sheathing, white .. 5 75
Do., gray 4 75
Straw Sheathing, heavy dry 3 75
Red Star heavy tarred straw 3 90
Imp. White Sheathing .. 5 75
Imp. Grey Sheathing 4 75
Scythe Brand dry straw.., 3 75
Spruce Sheathing, 36" and 72" wide 7 25
Asbestos Sheathing 10 00
Carpet Felt 6 00
Tarred Felt, 7, 10 and 16 oz. 4 15
F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast
In barrels, 250 lbs., lb....... 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19

Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock— 7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

Per case
5 gross, 4-in. (loose) $2 25
4 gross (cartons), 4 in....... 2 25
Spring, 2 grs. box 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921

Standard Butterweld Pipe S-C.
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
⅜ in.	4 20	6 30	7 20	9 30
¼ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 16	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 89	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 4	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 7	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)

Plain List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 25%
4 in. 30%
5, 6 in. 30%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. 40-10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $13 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 0 sheets	6 00	5 95
Ordinary, 52 sheets	5 80	5 90

PLATES, COKE, TIN
20x28x100 lb. basis, box ...$ 17 75
20x28xIC, 112s, box 18 25
20x28 IX, 112s., box 20 50
20x28 IXX, 56s., box 11 75
20x28 IXXX, 56s., box 12 50

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
½-gal. cans 20 00
1-gal. cans 28 00
Net.

Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 84

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00

Each
No. 70 ... ... 6 20
No. 80 ... ... 9 00

PUMPS, REDWING
No. 0.....$6 85 No. 4....$12 75
No. 1..... 7 50 No. 5.... 15 25
No. 2..... 8 75 No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.

Toronto
Samson, 1 ply, roll ......$ 2 65
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Set Screws		45%
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal........... 0 60
In ½ bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz......... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 19
New Zealand hemp basis 0 19
Sisal basis 0 17

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis.. 0 17
Double lathe yarn 0 17½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application
Cotton, ⅛ in. 0 51
Do., 5-32 in. 0 50
Do., 3-16 in. 0 47
Do., ¼ in. and up 0 45
F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

Each
268—50 ft. Challenge, Steel..$5 30
108—50 ft. Reliable Jr., Steel 5 35
248—50 ft. Rival, Steel 4 67
1248—50 ft., Rival Jr., Steel 4 [illegible]
603—50 ft., Metallic 3 38
604—66 ft. 3 92
403—50 ft., Linen 2 57

Dozen
713—50 ft., Ass Skin 6 95
714—66 ft., Ass Skin 8 35
143—3 ft., Steel Pocket...... 8 80
145—5 ft., Steel Pocket...... 11 20
176—5 ft., Linen Pocket.... 7 30
165—5 ft., Cotton Pocket.... 1 65
F.o.b Montreal, Toronto, London.

SANDPAPER
B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908
Wood, F.H., bright 77½%
Wood R.H., bright 75%
Wood, O.H., bright 75%
Wood, F.H., brass 70%
Wood, R.H., brass 67½%
Wood, O.H., brass 67½%
Wood, F.H., bronze 65%
Wood, R.R., bronze 62½%
Wood, O.H., bronze 62½%
Square cap 40%
Hexagon cap 40%

SCREWS. IRON BENCH. No. 14
1 in. $13 75
1⅛ in. 17 00
1¼ in. 20 00

SCYTHES Doz.
Cast Steel $20 00
Golden Clipper 20 95
Little Giant 22 00
Bush... ... . 20 50

TINKER TOM'S TALKS.

Tinker Tom Talk
No. 332

October is the best month in the year for selling and using Galvanized Sheets. This October should be better than ever because so many have held off until the price came down and now they're buying.

Jobbers stocks are short and ours not as complete as usual due to the recent strong demand.

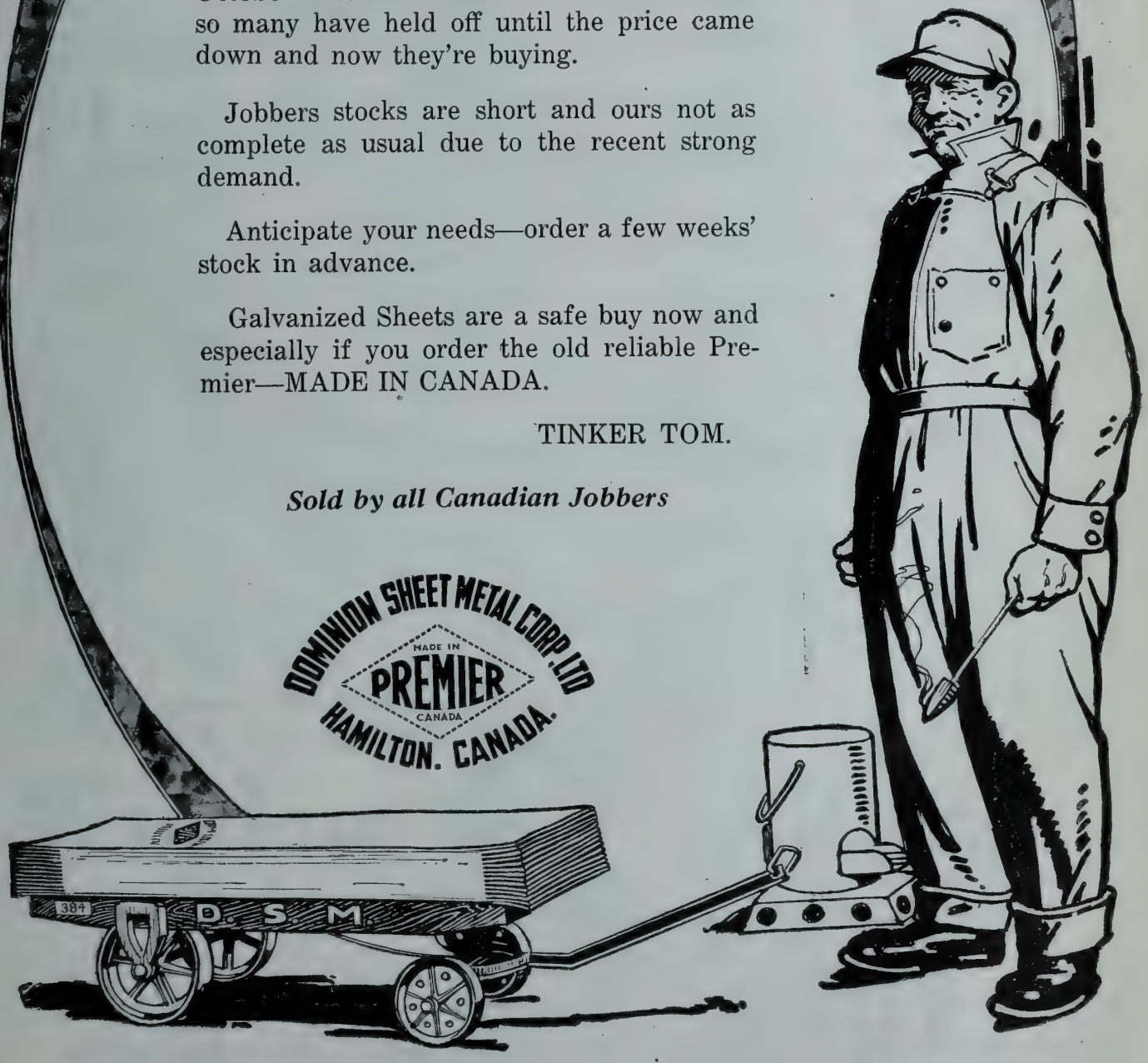
Anticipate your needs—order a few weeks' stock in advance.

Galvanized Sheets are a safe buy now and especially if you order the old reliable Premier—MADE IN CANADA.

TINKER TOM.

Sold by all Canadian Jobbers

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ocre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do., barrels	-05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 25
Ad-el-iae, tints	4 00

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralie	5 95
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	5 00
Invincible	6 00
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags.	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

GLASS LIST

Case lots.	Star or 16 oz.	Double or 24 oz.
Up to 25	$ 5 50	$ 9 05
26 to 40	6 95	11 40
41 to 50	7 65	12 55
51 to 60	7 95	13 05
61 to 70	8 35	13 65
71 to 80	8 80	14 40
81 to 84	10 30	17 70
85 to 90	10 85	18 55
91 to 95		20 80
96 to 100		22 60

Cut size sheet glass, 75% off November, 1920 list.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Red Seal	12 75	13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$10 25
Genuine, 100 lb. casks	11 25
Less quantity	12 75

F.o.b. Montreal, Toronto.
Lead (red in oil)
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1. $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal, Toronto

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	$ 0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case.	9 00

PAINTS, PREPARED
See weekly report.
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wal, colors	3 75
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 55
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	3 85
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H., T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half-barrels		0 50
5s and 10s		0 60

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb.-extra.

PUTTY
See weekly report.

ROSIN—

In barrel lots	Per 100 lbs.	
G., medium grade	5 00	7 50
Water white	7 00	9 50

SHELLAC	Pure White.	Pure. Orange.
	Per Gal.	
In bbls.	3.55-4.25	3.15-3.75
Gal. jugs	4.15-4.75	3.75-4.25

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 60
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
Glidden Wearette	4 35
Glidden Floorette	4 35
I.V. Elastica, No. 1	4 89
Do., No. 2	4 48
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 95
Ramsay's, No. 720	3 90
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar.	4 90
Dougall Transparent, floor.	4 40
Copalite	4 0
Adelite, No. 103, Floor	4 56
Adelite, No. 105, Flat	4 56
Adelite, No. 100, Spar	6 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.)	5-lb. pkgs. White.	Colors.
Frescota	$7 80	8 40
Decotint	9 00	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar	8 80	9 90
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

Hygienis Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$8 00	$9 00
100 lb. kegs,	9 00	10 00
Cases, of 25 pkts.	10 50	12 00

WASTE

Cream, Polishing	0 19½	0 20	

WHITE

XXX	0 18½	XXX ex.	0 17
XX	0 16½	XX grad.	0 16
X	0 15½	XLCR	0 15
XC	0 14½	X empire	0 14
		X press	0 13

COLORED

No. 1	0 13½	Fancy	0 14
No. 1A.	0 11½	Lion	0 12½
No. 17.	0 12½	Standard.	0 11
N. 1B.	0 10½	Popular	0 10
		Keen	0 09

Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	0 40
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 60
Champion white	0 50
Ad-el-ite paste	0 40

F.o.b. Montreal and Toronto.

WHITING

Gilders, bolted, in bbls	3 20
WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1.90-2.55

F.o.b. Montreal, Toronto, London.

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

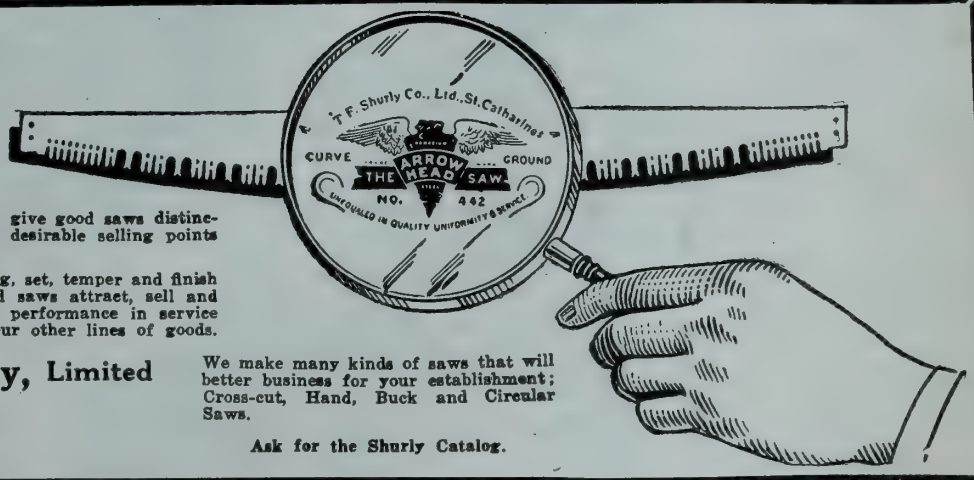
MONTREAL TORONTO LONDON WINNIPEG

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Window RED S Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 92
36 in.	10 [illegible]

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 20½
Gasoline	0 39
White Rose Gasoline	0 39
En-ar-co Motor Oil, med. and heavy	1 15
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 85
Capital cylinder	0 96½
Castor machine	0 60½
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	0 60
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white	$4 60
Stephens' colors	4 25
Stephens' floor	4 10
Silkstone white	4 00
Silkstone colors	3 90
Stephens' barn	2 35
Stephens' barn, extra color	2 55
Lion white	4 60
Lion colors	4 25
H.D. floor	4 10
Velvetone white	4 00
Velvetone tints	3 90
Ramsay's white	4 45
Do., colors	4 10
Dultone, White	4 00
Do., colors	3 90
Martin-Senour, white	4 60
Senour's floor	4 10
M.S. Neutone, white	4 00
M.S. Neutone, colors	3 90
M.S. Red Schoolhouse	2 50
M.S. Standard Barn	1 37

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 85	$ 9 25
¼ in.	5 40	7 90
⅜ in.	5 52	8 05
½ in.	7 18	9 12
¾ in.	8 58	11 07
1 in.	12 30	15 95
1¼ in.	16 62	21 60
1½ in.	19 90	25 83
2 in.	26 75	34 75
2½ in.	42 30	54 95
3 in.	55 35	71 87
3½ in.	73 23	91 30
4 in.	86 75	110 30
4½ in.	99 50	126 95
5 in.	116 05	148 00
6 in.	150 50	191 08

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 48c.; ¼ in. and up, 46c

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES— Doz.

Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Rush	19 50

STEEL SHEETS, BLACK

10 gauge	$6 00
12 gauge	6 00
14 gauge	6 05
16 gauge	6 15
18-20 gauge	6 80
22-24 gauge	6 85
26 gauge	6 90
28 gauge	7 15

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per gross	35 00
Little Queen, per gross	53 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅝ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.30; Fort William, $6.20, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅝ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	19 00	24 35
No. 2	16 80	21 10
No. 3		18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply, cones	$0 38
Cotton, 3-ply, balls	0 43
Cotton, 4-ply, cones	0 41
Cotton, 4-ply, balls	0 45

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.
Colonial Imperial Pearl, 15% off.
Premier Canada Diamond, plus 10%.
Whitewear, 30% off.
Japanned Ware, list, plus 25%.
Japanned Ware, white, list plus 35%.
Japanned Sprinklers, list plus 45%
Stamped Ware, plain, 37½ and 10% discount.
Stamped Ware, retinned, 40%.
Pieced Tinware, ordinary, list plus 60%.
Pieced Tinware, copper bottoms, list plus 67½%.
Sheetiron Ware, list plus 52½%.
Light Galvanized Pails, plus 37½%.
Tubs—
Light, plus 37½%.
Heavy, 35%.
Pails and Tubs, plus 37½%.
Jap, Coal Hods, list plus 62½%.
Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs

Sectional	$7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $6.85 Winnipeg, $6.20 Ft. William. Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	....
15 inch	....
18 inch	....

WRENCHES—PIPE

Trimo—30% off list.
Stillson—30% off list.

	— Dozen—	
Always Ready	Black	N. P
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz

Universal	$49 50
New Eze	76 50
Regent	69 00

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$28 50	.....	.....
32 Short ...	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	64 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2 ....$	20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—8-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 65%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER

Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH

Coils or Hanks.

8, 9, 10 .... $0 53 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.

Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

ENAMELWARE

See Wares.

FILES

Globe	Discount 57½%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	.29% off
⅛, 2½, 3½ and 4-in. .	15% off
Nipples, 4 in. and under ...	40%

FRY PANS Each

Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $28 per cwt.

HAMMERS' STRIKING

Double face, No. 35, 5 lbs., $17.00. per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1. $10.20; No. 2 and larger. $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

½ in	9 75
⅝ in.	12 00
¾ in.	13 00

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 85
28 Am. or 26 Eng.	9 45
26 Am. or 26 Eng.	8 95
24	8 80
22	8 80
18 and 20	8 65
16	8 50

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 60
Mrs. Potts, No. 50, set	2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2. Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $13.10 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$	12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

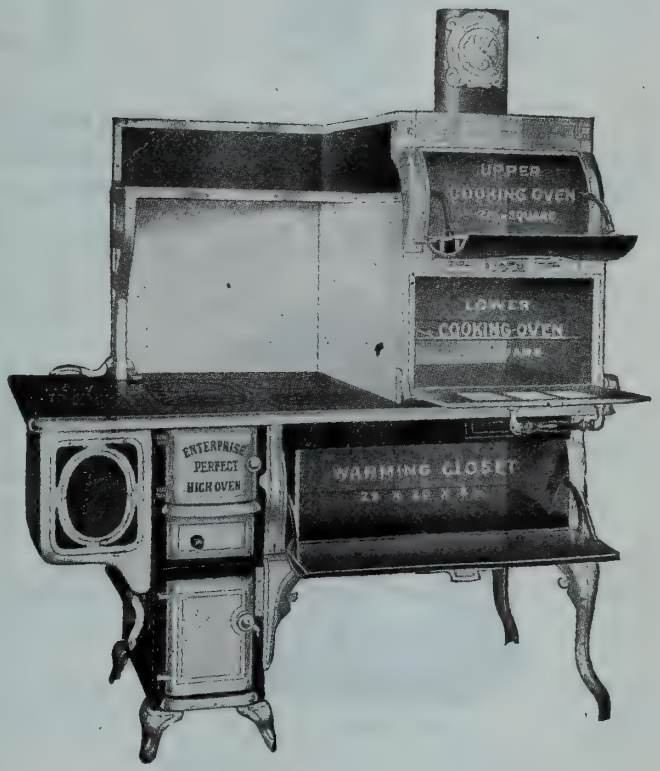
	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Ashdown's Selection of ENTERPRISE Stoves and Ranges



Here is an opportunity to help boost your Fall and Winter Stoves Sales. We have chosen these Ranges and Heaters for distribution on account of their high market value. Their proven ability of efficiency both to merchants and consumers is now recognized and steadily increasing.

The Range and Heater illustrated in this advertisement represent the high quality that the ENTERPRISE line of products possesses.

You can count on their good selling points to close repeat sales for you.

The ENTERPRISE "Perfect" Double High-Oven Range has two large 20" ovens. You will note that these are not merely one oven and a warming closet but TWO BIG FINE OVENS for baking and roasting—both are equally good. However there is a big roomy warming oven besides. Perfect satisfaction is assured through the special flue construction. Finishes in spotless white enamel and lustrous nickel, it is surely a range "de luxe."

When you see the name **"ENTERPRISE"** good quality and efficiency is there.

Cheerful Heater

In this Open Franklin will be found unlimited comfort. It can be opened at the front providing all the pleasure, and the grateful. pleasant, genial warmth and glow of an open fireplace. Point out to your customers the cheerful, comfortable benefit of this feature.

Closed, this makes a useful, effective compact heater suitable for office, parlor or bedroom. Made of high quality cast iron, trimmed handsomely with nickel plate. Fancy ornamental swinging dome top with flat cover underneath for tea-kettle, etc. Burns hard or soft coal equally well.

Enterprise Oak Heaters

These attractive and effective heaters are worthy of your closest investigation.

A strong sturdy type of heater in which finish and material are of the best, a combination that produces a stove of merit and reliability in which strength, lasting qualities and satisfactory service predominate.

The Blued Steel Body, Polished, Heavy, Cast Iron Legs, Highly Nickel-Plated Trimmings, Mica Front Swinging Door, and many other convincing selling points make these heaters a reliable source of Fall and Winter stove sales for the hardware merchant.

You are backed by Ashdown's 52 years of service.

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

MAYBILT RADIATORS

Made in Winnipeg

Made in Winnipeg

FOR FORD CARS
COMPLETE SET OF PARTS
MAYBILT FROSTPROOF CORE MADE OF PURE COPPER
Top Tank of 22 Gauge Brass Assembled Complete with Brass Fittings and Rubber Covered Cap.
Bottom Tank 20 Gauge Brass One Piece.

ALL PARTS READY FOR YOU TO ASSEMBLE
$38.00 THE SET

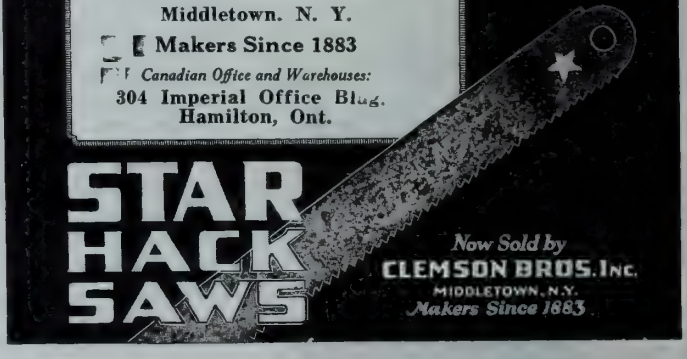
Write for Discount and Figure Your Profits.

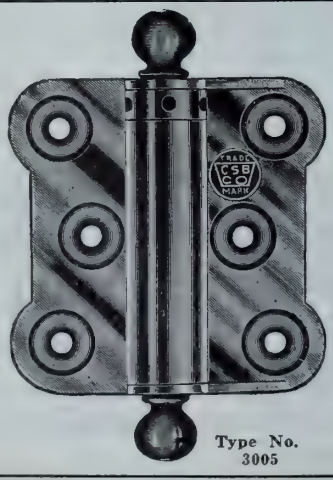
MAYBILT RADIATORS, LIMITED
54 Sherbrooke St. · Winnipeg

A Sales Help That Costs You Nothing.

Most dealers today recognize that nationally-advertised goods are not only easier to sell, but they build up trade in other lines as well.
In Hack Saws, the advertised brand is the Star—the leader for 35 years.
Star Saws are still made in the same factory under the personal supervision of Geo. N. Clemson. They are now sold by the factory in Middletown, New York, and not through a selling company as formerly.
Don't be misled. Ask for the genuine Star Saws and insist on getting them.

Clemson Bros. Inc.
Middletown. N. Y.
Makers Since 1883
Canadian Office and Warehouses:
304 Imperial Office Bldg.
Hamilton, Ont.





Type No. 3005

TRADE
CHICAGO
MARK

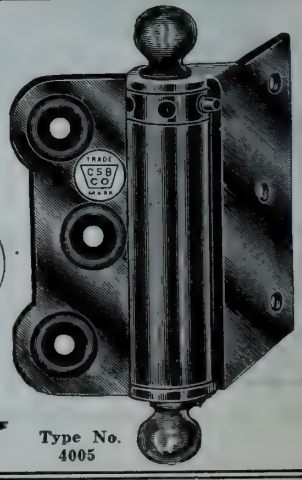
SPRING HINGES

The "Type No. 3005" Screen Door Spring Hinge is also made Half Mortise (Type No. 4005).

All types of Chicago Spring Hinges are made by specialists for just one purpose—to hang and swing doors correctly. Good reason for selling them. Order now.

TRADE CSB CO MARK

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue 36



Type No. 4005

BETTER TOOLS---
make better workmen
and you can't sell your customers better
Tools than

WILLIAMS' SUPERIOR
Drop-Forged Pipe Wrenches and Vises

J. H. WILLIAMS & CO. Limited
"The Drop-Forging People"
Formerly Canadian Division of The Whitman & Barnes Mfg. Co.
30 Thorold Road - - St. Catharines, Ontario

The "NATIONAL" Line
OF
GUARANTEED

AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.
We want your orders, and we are going to make it to your interest to place them with us.

OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited
Montmagny, Quebec

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Canadian Hart Products Ltd., Hamilton, Ont.

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James Morrison Brass Mfg. Co., Ltd., Toronto.

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Alabastine Co., Paris Limited, Paris, Ont.

ALUMINUM
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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM CASTINGS
Taylor-Forbes & Co., Ltd., Guelph, Ont.

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Taylor-Forbes & Co., Ltd., Guelph, Ont.

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Savage Arms Corpn., Utica, N.Y.

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Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

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Wm. J. Brown. Montreal, Que.

ASH CANS
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The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
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Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Canada Foundries & Forgings, Ltd., Welland, Ont.

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Burgess-Norton Mfg. Co., Geneva. Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
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Hoyt Metal Co., Toronto.
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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

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W. D. Beath & Son Limited, Toronto, Ont.

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BASEBALL BATS
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Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

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Canada Metal Co., Toronto.

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The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BELTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, CANT HOOK AND PEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BOXES
Canadian Wirebound Boxes Ltd., Toronto, Ont.

BRACKETS, SHELF
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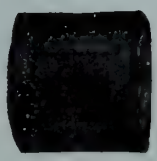

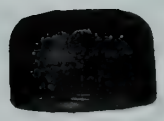

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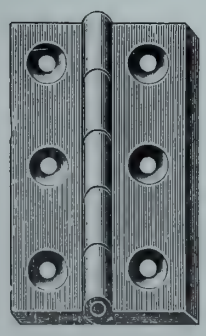

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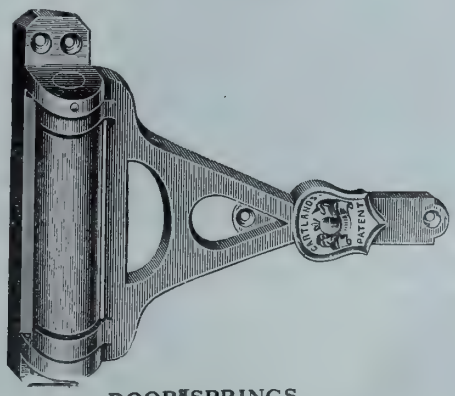

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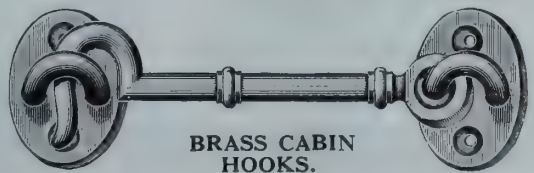

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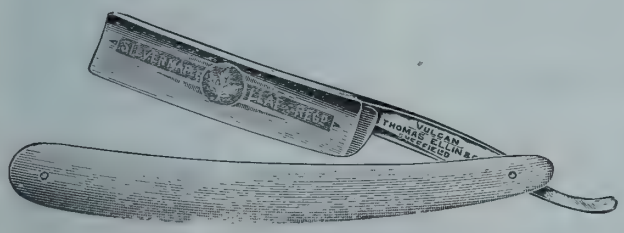

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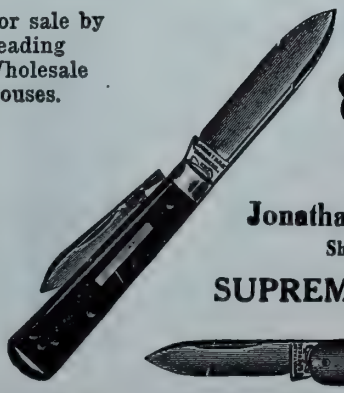

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The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.

LOCK WASHER EQUIPMENT
Sleeper & Hartley, Inc., Worcester, Mass.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

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MACHINES, DOUBLE CUTTING
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J. H. Williams & Co., St. Catharines, Ont.

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The International Malleable Iron Co., Ltd., Guelph, Ont.

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MANTLES, GAS
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Clemson Bros., Inc., Hamilton, Ont.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
R. & S. H. Thompson Co., Limited, Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

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MICA
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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

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Henry Disston & Sons, Limited, Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Sleeper & Hartly, Inc., Worcester, Mass.

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The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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Imperial Oil Co., Ltd., Toronto.

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Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

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Dominion Linseed Oil Co., Toronto.
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McArthur-Irwin, Ltd., Montreal.
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CHICAGO SOLDER COMPANY
4225 Wrightwood Ave. **Chicago, U. S. A.**

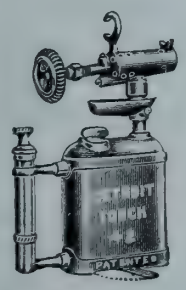
You Need This for Your Holiday Business

Send for literature and prices
THE PREMAX CHAIN TIRE GUARD
The new, attractive tire protector, the Tire Guard with individuality.
Flat-link nickeled chain—handsome rubber covering—attached lock.
The most saleable accessory in the present market. Get your stock now.

Niagara Metal Stamping Corporation
Niagara Falls, N. Y.
Division M
One of the Premax Line
Western Canadian Sales Agent:
D. A. McDonald
141 Bannatyne Ave., Winnipeg, Man.

Detroit Torch

Fully Inspected



Capacity.....1 qt.
Net Weight.....4 lbs.
Shipping wgt....6¾ lbs.

The No. 2, quart-size torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

Detroit Torch & Mfg. Co.
Detroit, Michigan

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS OF ALL KINDS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Landers, Frary & Clark, New Britain, Conn.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, BLACK STEEL
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.
McFarlane Douglas Co., Limited, Ottawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, England.
The Meriden Brittania Co., Limited, Hamilton, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SLICERS, FOOD
W. Drysdale, Montreal, Que.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

SPIKES, EAVESTROUGH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Eureka Planter Co., Limited, Woodstock, Ont.
The New Perfection Sprayer Co., Galt, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL INGOTS, OPEN HEARTH
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TACKS, SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIES, COW
B. Greening Wire Co., Limited, Hamilton, Ont.

TIN PLATES
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY. LIMITED

WINNIPEG, MANITOBA

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Don't miss your opportunities. These advertisements are interesting. Many are distinctly instructive, and a glance through them every month will keep you posted on the latest developments for machinery equipment.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUBING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Onward Mfg. Co., Limited, Jitchener, Ont.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVES, RUBBER PUMPS
Gutta Percha & Rubber Ltd., Toronto.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHERS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
The Onward Mfg. Co., Limited, Jitchener, Ont.
The Slade Mfg. Co., Limited, Owen Sound, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHER STRIPPING
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Swan Mfg. Co., Winnipeg, Man.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEEDERS, GARDEN (HAND)
The Eureka Planter Co., Ltd., Woodstock, Ont.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE
The Happy Thought Foundry Co., Ltd., Brantford.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.

WIREWORK OF ALL KINDS
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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
The McDonald Wire Goods Co., Drummondville, Que.

WIRE WHEELS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

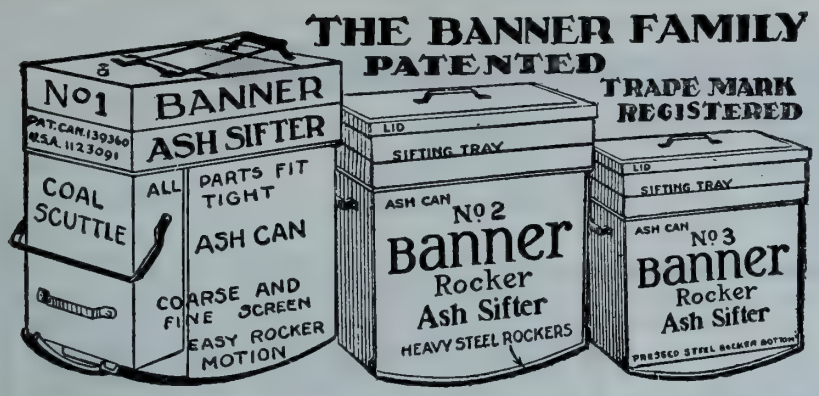
WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
Whites, Limited, Collingwood, Ont

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.
J. H. Williams & Co., St. Catharines, Ont.



To Our Customers:

Gentlemen:—Every ash sifter you sell offers you the opportunity of making a friend, also the chance of making an enemy.

As you know there are lots of different ash sifters on the market, some good, some fair, and some very poor.

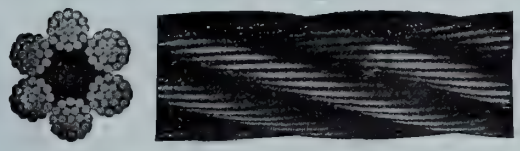
It is your business to see that your customers get the best, because every sifter you sell carries your recommendation with it directly or indirectly.

If the sifter makes good, if it does the thing expected of it, you have developed a friend. If it doesn't you have a dissatisfied customer, and that is a loss to you.

Why take chances then? Study and know for yourself without doubt. The manufacturers of the patented Dustproof Banner Rocker Ash Sifters stand back of you in recommending the Banner Ash Sifters. Besides you have the trademark as a double security.

THE BURROWES MANUFACTURING CO. 607-611 King St. West, TORONTO

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

"CROWN" METAL SHINGLES

Fire-Proof, Durable, Ornamental

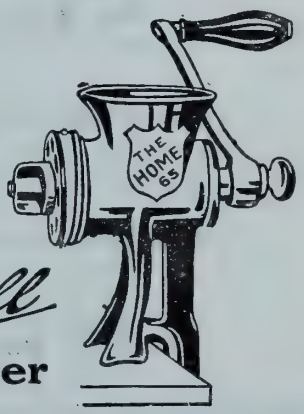
Most efficient because — storm and wind proof; strongest metal roof existing; requires no soldering, mallets, seamers, tongs, etc. expansion and contraction provided for in each shingle; one-sixth the weight of slate one-fourth the weight of wood it takes lighter framing; more durable and ornamental.

McFarlane-Douglas Co. Limited. Ottawa, Canada.

For information on any sheet metal problem, write above.

The Cash Register Tinkles—

Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a



Maxwell

Food Chopper

There is the generous sales profit on an article in constant demand—plus customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

MAXWELLS LIMITED

St. Mary's, Ontario

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Order Northland Skis

Now for Next Season. Prices Are Down

New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Write for Catalog

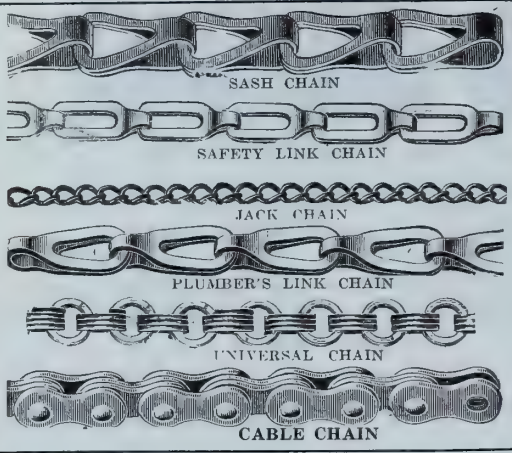
Northland Ski Mfg. Co.

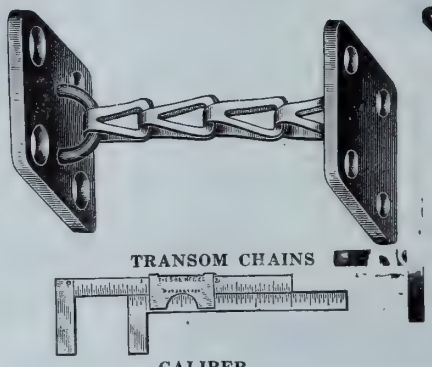
St. Paul, Minn.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.





THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAIN"
BRIDGEPORT, CONN., U. S. A.

Stove

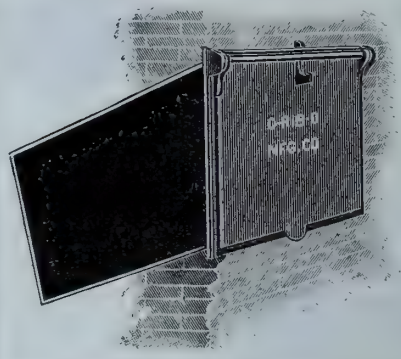
All sizes of Clear Mica in stock for immediate shipment.

Price List on Application

Mica Electrical Insulation of Every Kind.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

Mica



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Square Coal Chute

This neat, good-looking chute is wind and water-proof. It is fitted with a self-locking dev.ce. The door is made with a flange that fits over the rim of frame.

With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

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Winnipeg, Manitoba

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Builders' Hardware

Is used in all good homes throughout Canada. Its reputation for quality and service is well-known.

We manufacture: Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

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Stratford, Ontario

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

Manufactured by

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Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

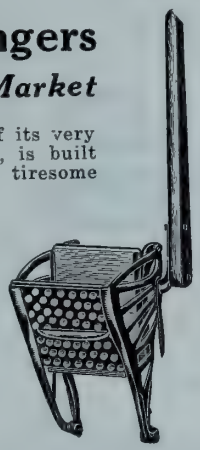
ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

White Mop Wringers

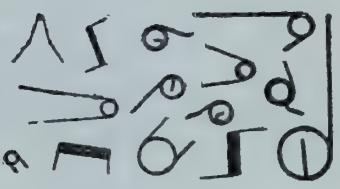
Quick Turnover - Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringer. Write us for illustrated circular of complete line. Made in Canada.



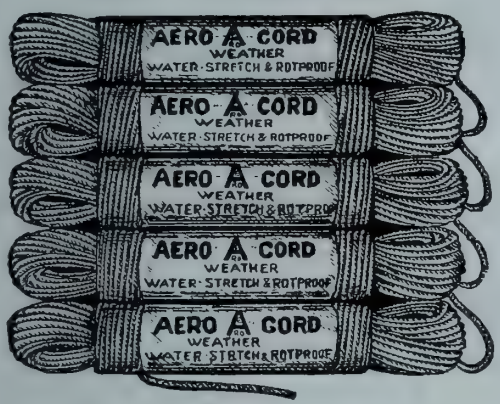
White Mop Wringer Co.
Factory Paris, Ont.
Office Fultonville, N. Y.

SPRING MAKING MACHINES



Torsion Spring Forms made on our
TORSION SPRING WINDING MCH.
Ask for Bulletin No. 270

Sleeper Hartley, Inc.
WORCESTER, MASS.



Your trade is entitled to the best article procurable for a given purpose, price being equal

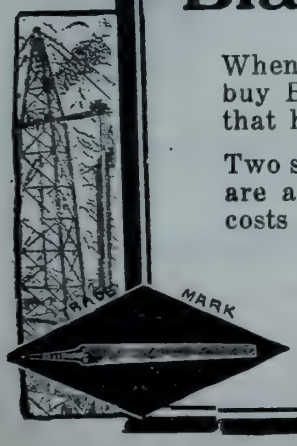
AERO

AERO SASH CORD

WEATHER ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by
THE AERO MFG CO., LIMITED
LENNOXVILLE - - QUEBEC
Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works
G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

HARDWARE BUSINESS FOR SALE IN GOOD sized Central Alberta Town, modern in every respect, conveniently situated on railway. Big territory, crop failure unknown, splendid crops this year. Stock and fixtures approximately twenty-two thousand, half cash, balance on terms. Box 189, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St, Montreal. Telephone Main 8144.

HELP WANTED

WANTED, HIGH CLASS, AGGRESSIVE salesman for hardware store required for Eastern Townships town. Apply to Hardware & Metal, Box 118.

WANTED—IMMEDIATELY, EXPERT HARDware salesman to join me in buying good business. Box 50, Hardware & Metal.

"LIVE WIRE" REPRESENTATIVE TO CARry a well known line of soldering specialties. Exclusive territory. American Solder & Flux Co., 2910 N. 16th St., Philadelphia, Pa., U. S. A.

SITUATIONS WANTED

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FIRST-CLASS HARDWARE SALESMAN, 24 years old, single, nine years thorough experience, seeks position with progressive Western or Ontario firm. Box 338, Hardware and Metal.

CANADIAN

REPRESENTATIVES

Dorken Bros. & Co.

MONTREAL
QUE.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

It Pays to Read the Advertisements

The main thing an advertiser wants to do is to tell you plainly just how and why his goods are worthy of your consideration. You can learn a great deal from that alone, because many things you see advertised are the things you buy and use in your regular daily life. By reading advertisements you can learn the names and read descriptions of the things that are best and most satisfactory.

READER'S NOTICE *Regarding* CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulations.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

For Distinctive --- Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.---Ottawa, Canada

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F. S. BURCH

Retail Prices

Single Spiral Colored Bands . . . $1.00 for 100
Ribbon Bands Colored . . . . . $1.65 for 100
Challenge Adjustable Bands . . . .90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.

MANUFACTURERS. SMITHS FALLS, ONT.

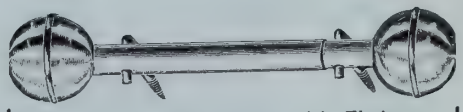
STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO, N.Y.



Curtain Rods, Household Fixtures, Bathroom Fittings.

Newell Mfg. Co. Ltd., Prescott, Ont.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.

OWEN SOUND, ONT.

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

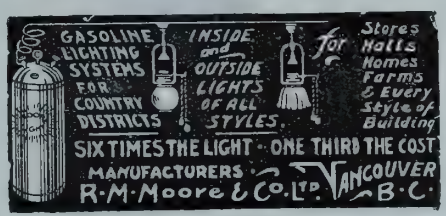
Mills at Doon and Kitchener, Ont.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited

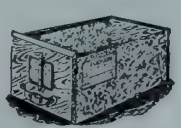
WINNIPEG, MAN.



PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc. Paddles and Oars.

Peterborough Canoe Company Limited
256 Water Street Peterborough, Canada.



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

Look for the full name

RUSSELL JENNINGS

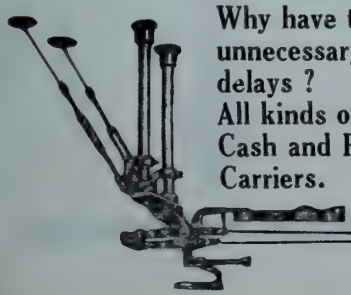
stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

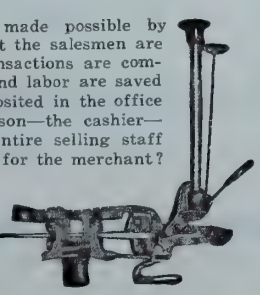
RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.



Why have those unnecessary delays? All kinds of Cash and Parcel Carriers.

Customers appreciate the feature made possible by the use of our Cash Carriers, viz.—that the salesmen are enabled to remain with them until transactions are completed. Time is saved to them, time and labor are saved to the salesmen, and the money is deposited in the office where it is in the custody of one person—the cashier—and where it is not exposed to the entire selling staff of a store. Is there any profit in this for the merchant? Let him consider it.



Gipe-Hazard Store Service Co. Ltd.

113 Sumach St.

TORONTO, ONT.

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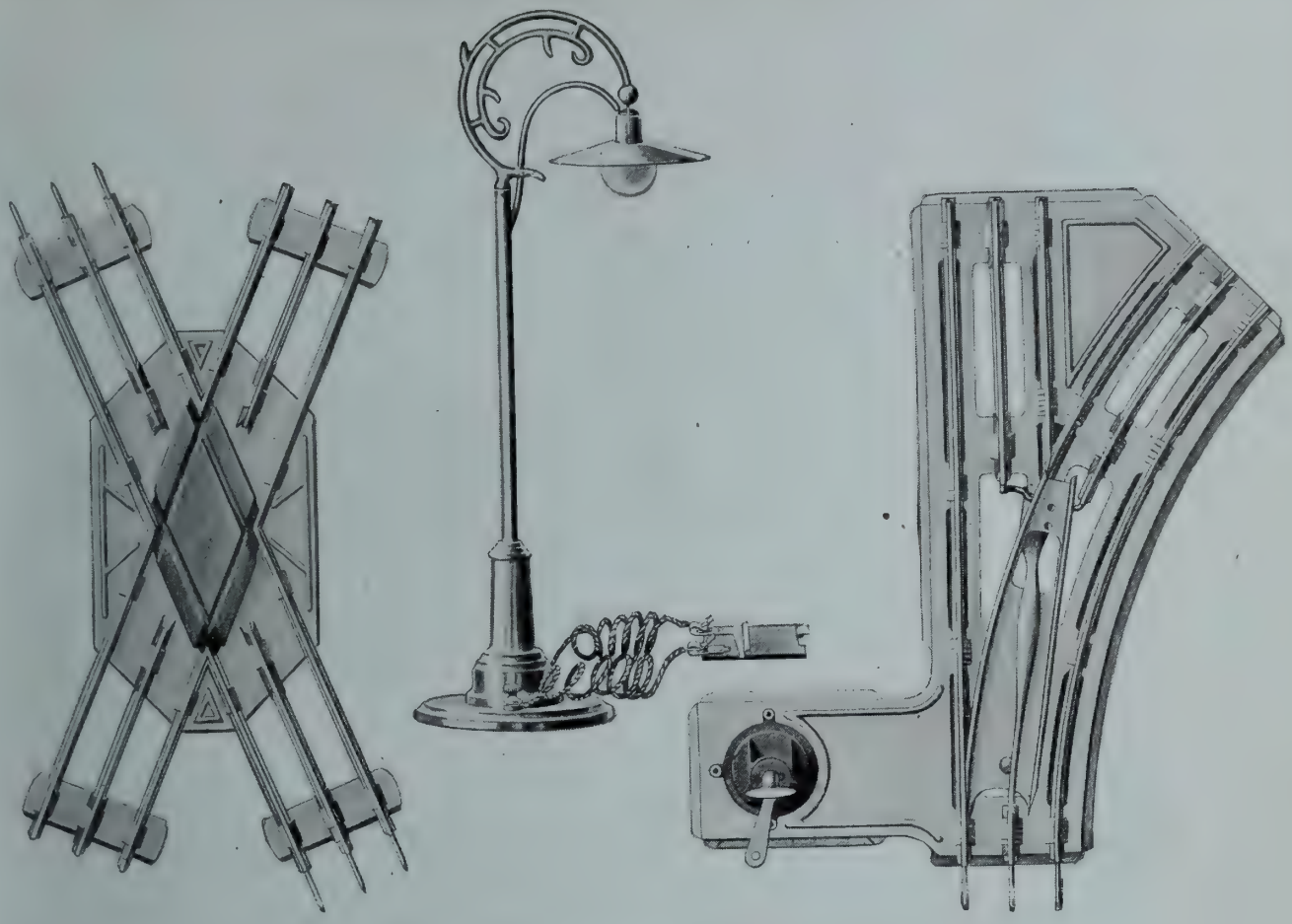
New Electric Equipment For "American Flyer" Railroads



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Hardware and Metal

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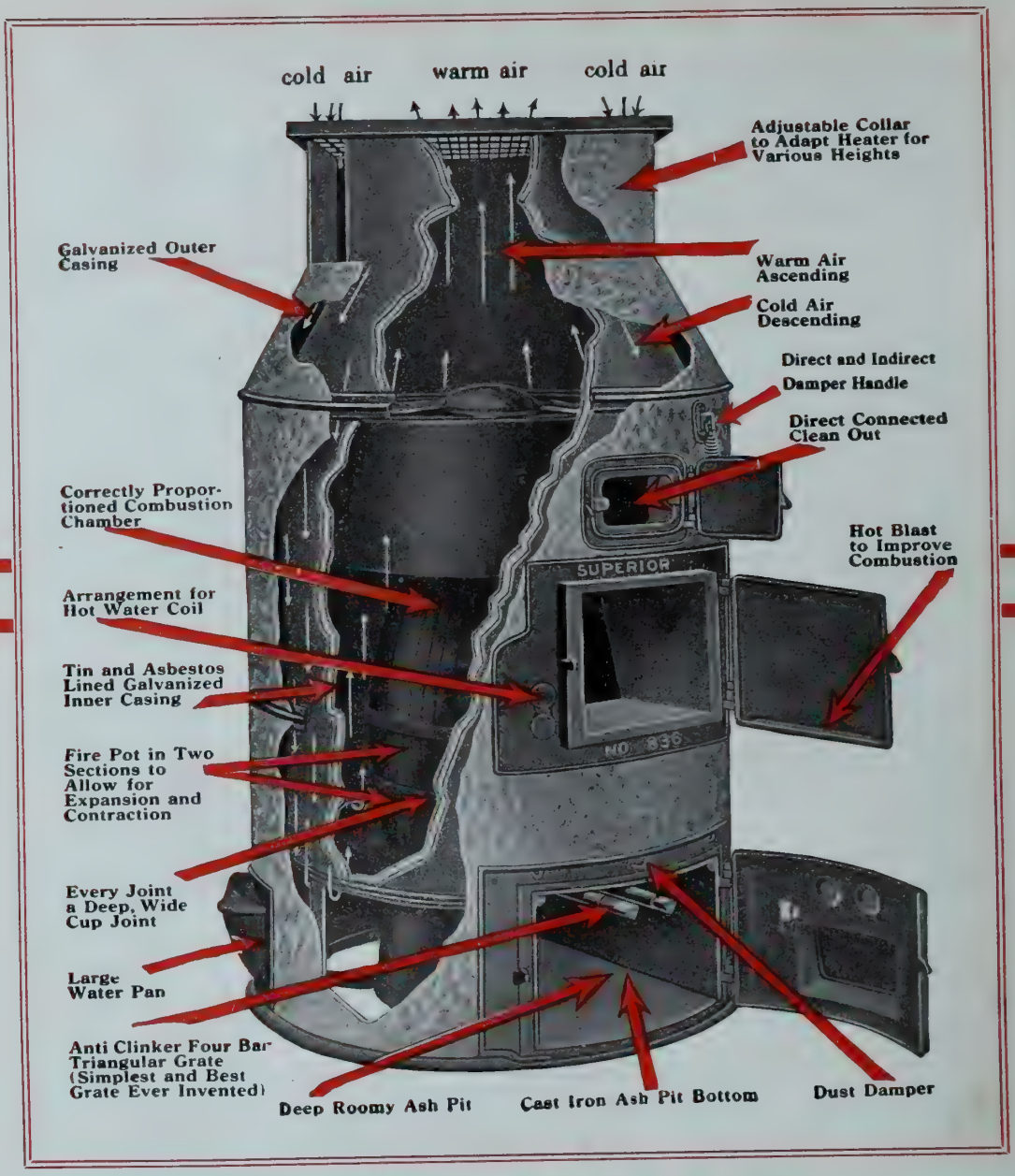

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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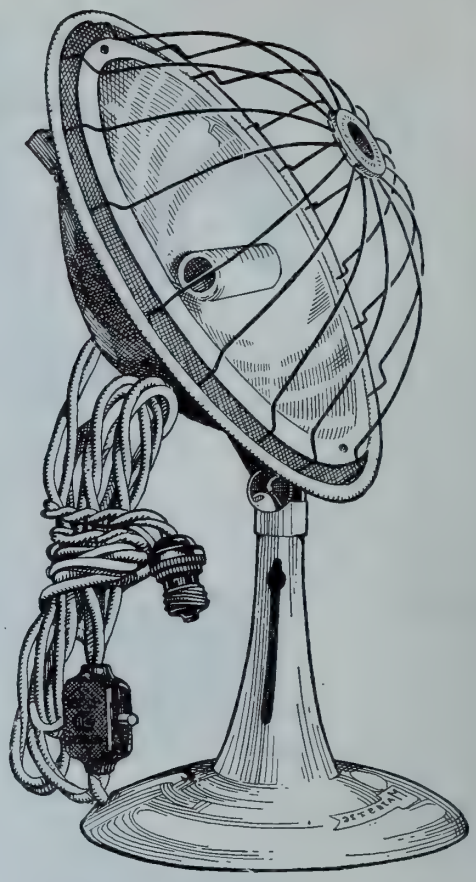
"Warm Up" to Your Customers



A seasonable line of conversation with your customers nowadays goes something like this:

"Nice day," says you.

"Yes; but Gee! It's getting chilly these mornings," says he, (or something like that). "We haven't got our furnace going yet. By the time I've shaved I'm blue right through."

"Why don't you get a Majestic Heater?" says you.

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The Majestic Heater is the medium-priced heater. It is the popular electric heater.

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol XXXIII OCTOBER 8, 1921 No. 41

Predicts Advance in Iron and Steel

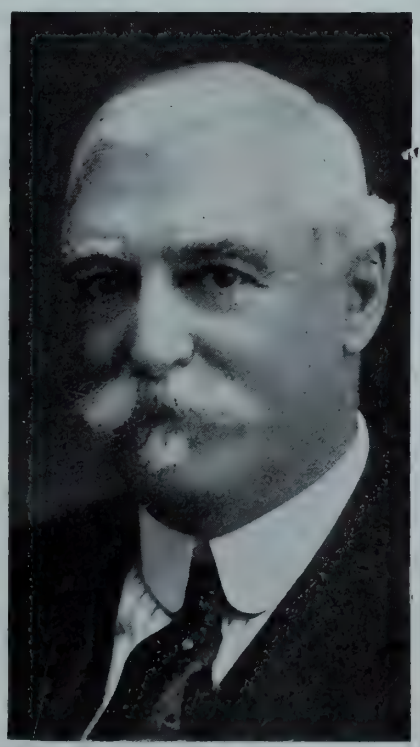
Firmer Tone in Iron and Steel Industry with Probability of Higher Prices on Pig Iron, Sheets, Plates, Bars, etc., Before End of Year —Gradual Increase in Production—High Wages on Railways and Building Industry Two Biggest Handicaps

(Based on interview of H. L Southall, of Hardware and Metal, with Robert Hobson, President The Steel Company of Canada, Ltd., Hamilton, Ont.

A FIRMER tone in the iron and steel industry of this continent combined with increasing prices on practically the whole range of products from pig iron to sheets, plates, bars, etc., was the prediction for the near future made by Robert Hobson, President The Steel Company of Canada, Ltd., Hamilton, Ont.. in reviewing conditions in this industry with Hardware and Metal this week.

Dealing generally with business conditions, Mr. Hobson is optimistic and is of the opinion that there have been increasing signs, within the last few weeks, that the low point of the lull in business has been passed and the upward swing commenced. There were said to be no indications that the expected improvement would be accompanied by any general outburst of enthusiasm, but that rather it would be a gradual tendency such as has been already noted. The recent improvement has been dissimilar from the previous "spurts" in that it has been more gradual and more consistent.

Dealing particularly with the iron and steel industry, Mr. Hobson pointed out that his company was now operating at about 50 per cent. capacity, a considerable improvement over the production percentage of a few months previous when the low ebb of about 30 per cent. was reached in Canada and as low as 18 per cent in some U.S. mills. It was shown that production of iron and steel could not be carried on profitably at the prices recently in effect. Mr. Hobson quoted an official of a large U.S. Independent Mill as having stated recently that pig iron at $20 per ton was a losing proposition. Due to the high wages of labor and high freight rates the costs in this industry were said to be out of all proportion to the prices which could be secured for its products during the conditions recently experienced. For this reason it was pointed out that mills were forced to operate on as small a scale as possible, virtually accepting only that business on which the losses would be reduced to a minimum. Now that an improvement is noted in production and with the outlook justifying the opinion that such increased production will be maintained, an increase of prices throughout the range of iron and steel products can only be expected. according to Mr. Hobson, who indicated that the recent advances on wire products and sheets was but an indication of a tendency which may soon spread further on these articles and include other mill products.



ROBERT HOBSON
President of The Steel Company of Canada Ltd., who predicts gradually increasing production in iron and steel industry with higher prices on its various products

Two Big Handicaps.

"High wages on the railways and in the building industry are the two biggest handicaps to better business which exist today," said Mr. Hobson, pointing out that the railway wages are of course reflected in high freight rates and that the existing tariffs on the railways are adversely affecting not only domestic but export trade. The possibility of lower freight rates following the present arbitration of the wage question was referred to but not held as likely to come in time to forestall the advances which are likely to be made in iron and steel products due to this and other causes. The opinion was expressed that no reduction in freight rates is likely to be effected before the commencement of the new year.

As to the potential requirements which justify predictions of gradually increasing production in the iron and steel industry, Mr. Hobson pointed out that there is a great need for the products of this industry in Canada at present. "The country has been starved for iron and steel for a considerable time," said Mr. Hobson, who pointed out that the big scale production in this industry during the war years was largely "shot off" or turned into other channels where its commercial usefulness in peace times is largely discounted. Attention was also drawn to the deplorable state of the railways due to the neglect of repairs in recent years.

"Sixteen per cent of the freight cars on our railways are sorely in need of repairs," said Mr. Hobson, pointing out that rails are also greatly in need for renovation and extensions. Rail orders are generally placed near the end of the year for spring delivery, and it was stated that considerable orders for such equipment were likely to be placed within the near future.

A factor which Mr. Hobson described as likely to have the effect of increasing

(Continued on next page.)

costs in some steel mills was the exodus of large numbers of steel workers from America and the settling of still others uvon farms. This tendency developed at the time when production in the mills was at so low an ebb as to necessitate the laying off of numbers of workers, and prospects were poor at that time for any resumption of activity. These workers are more or less skilled, and when operations again increase it was pointed out by Mr. Hobson as a possibility that the mills may find themselves short of skilled, and semi-skilled help.

Production of steel ingots and castings was increased during the months of July and August and acording to Mr. Hobson, this increase is likely to be continued gradually. August production of steel ingots and castings in Canada totalled 72,023 long tons, (the highest since November 1920) and nearly ten thousand tons more than the amount produced in June, the previous record month of the year.

Taxation has been a prominent factor in connection with the financing of mill operations during recent years, but due to care and the following of certain policies, the majority of mills are in very fair financial shape, according to Mr. Hobson, who cited some peculiar circumstances surrounding the taxing of a certain U. S. firm. The company in question had mapped out a certain mining area by diamond drilling around the borders of the deposits and then estimating the amount of ore available. The Government took these statistics and levied taxation upon the estimated output of ore from these deposits each year. It so happened when the lull in mill operations occurred that an average of only 250,000 tons of ore was taken out in a year whereas ordinarily four or five times that amount would be mined. The result was that the taxation against each ton of such ore mined during the low level of production was four or five times greater than it would have been had normal production been resumed. The matter is now the subject of some investigation, but it is an example of another phase of the difficulties upder which the iron and steel industry, in company with others, has been laboring. The satisfactory adjustment of such matters was described as an important factor in the readjustment of general conditions.

In conclusion, Mr. Hobson stated that the movements of the various industrial stocks in New York, and the price of seats on the stock exchange in that city were two good indicators of what conditions were likely to follow within the following six months in these industries in Canada. In this connection it is interesting to note that the recent strength in the cotton markets recently preceded the increase in various lines of cotton goods handled in the hardware trade. Oil stocks have also been showing strength recently, and steel stocks, significantly, have been following much the same tendency.

U.S. Tariff Will Affect British Steel

Sheffield Reports Improved Conditions, But Steel Trade as Whole is Quiet, Awaiting Lower Prices—Increasing Demand for Stainless Steel

THE outlook for the Sheffield steel trade is a little brighter, but signs of actual improvement are far to seek, says Lloyds Bank.

On the whole, the heavy steel trade of the city is only about half employed. Some firms are not able to work to more than a third of their productive capacity. None of them have more than about three or four week's orders in hand, and new business comes in very slowly. A reason put forward for this is the general anticipation of a substantial drop in coal prices, which would, of course, be followed by a reduction in prices of iron and steel. On this count buyers are holding their hands and placing orders for only such material as they must have for current needs. The fact that the demand for coal has fallen off and that collieries are finding it difficult to dispose of steam, slack, house coal, and coke alike is calculated to bring about the reduction in fuel rates which is held to be one of the principal factors necessary to a trade revival.

The railways steel departments, which have enjoyed very good trade, comparatively speaking, until recently, are now much depressed. There is a great demand for this material in the home country, and many other parts of the world, but few orders are coming in. The prices of axles, tires, and springs are considered much too high, and on this account a large amount of work has lately been placed in Belgium and Germany by South American and Indian companies which are in normal times regular customers of Sheffield. Manufacturers here are waiting with keen interest to see what policy of renewals the British companies will adopt when control ceases.

The crucible, steel trade continues very quiet, and not a few of the works which specialize in this branch are losing money week by week in keeping open and carrying their overhead expenses There are occasional instances of good orders coming to hand, but in the majority of cases the specifications are for oddments only, and the makers who can detect signs of improvement are only few in number. Moderate quantities of tool steel and alloy steel continue to go to the motor industry for constructional purposes There is an increasing demand for stainless steel, and for its new development known as stainless iron, which is softer and less difficult of manipulation The trade in files is one of the few satisfactory features of the situation All through the slump business has been maintained at a good level, and there is still a substantial flow or orders.

The U. S. A. Tariff Bill will have a serious effect on Sheffield trade with that country. Apparently it provides that the duty on best high-speed steels shall be from 60 to 70 per cent. which at present prices means something like 2s. in the pound. It is also proposed to increase the duties on nearly all classes of cutlery. The progress of the Bill is being carefully watched by Sheffield, and the steel trade has made representations with a view to getting the steel duties modified before the Bill becomes law.

UNIONISM vs MANAGEMENT

One of the wisest proposals which has yet come from the Typographical Union has just been made—the organization of a Printing Company composed of members of the Typographical Union now on strike. All other Unionists now on strike or dissatisfied with the attitude of their employers might try the same plan.

In this way the printers will be able to test their theory that the public will pay from thirty-six to forty per cent more for their printing. This is the real basis of the present strike.

The MacLean Company, and the large number of men and women who joined this organization after the Union members refused to work on the war scales, believe they understand the business situation better than the professional leaders of the Union. They believe that if an attempt had been made to increase the cost of printing from thirty-five to forty per cent., the public would go on strike and hundreds of printers would be thrown out of employment.

In manufacturing it is the selling not the producing end that has the hardest job.

Keeping Hardware Trade "At Home"

Methods Adopted by Baxter Hardware Co., Ltd., Windsor, Ont., To Hold Trade Which Otherwise Might Go to City Across the Border—Carrying a Well Assorted Stock and Giving Maximum Service—Interesting Fall Sport Enthusiasts.

EXTERIOR appearances do not make a store, but they do much to attract thereto customers, and R. G. Baxter, secretary-treasurer of the Baxter Hardware Company, Windsor, is a hardware merchant who realizes this fact. And so, during the season when busy housewives are engaged in preserving and Fall cleaning, Mr. Baxter seizes the opportunity to "dress up" the front of his store, situated on Pitt street east, in the heart of Windsor's business ditrict.

The Baxter store always presents a pleasing appearance from the front, such appearance having been immeasurably improved by the installation of a backing that is at once attractive to the eye and a fit setting for artistic window displays, a feature for which the company has made a name for itself. Whereas before the window backs were open, they are now in a tasteful white panelled effect, providing a background that helps greatly to sell the goods therein displayed.

Nor has Mr. Baxter been content to stop at dressing up his store. Taking advantage of the appeal of seasonable goods, he has arranged special selling features for the various seasons, whereby he gives his customers the advantage of the downward trend of prices of various lines of goods.

A feature which has proved eminently successful is a clearance sale of aluminum ware. This is a line which in the face of reductions is being cleared out in order to successfully compete with new stocks, bought at the reduced prices. The whole stock of utensils was placed on the market at the new price following recent reductions, thus serving both the interests of the store and the interests of customers, who may reap the advantages of the reductions before the new stock takes its place on the shelves.

Situated in a community that takes an unusual interest in sports, Mr. Baxter has equipped a very complete sporting goods department, displaying lines that are bound to appeal to the sporting public of the Border Cities. Carrying on business in a community where baseball is an important sport, his line of baseball goods is one which assures success for the venture.

Keeping Trade at Home

In all border towns, and particularly in Windsor, which is situated just across the river from one of the largest U. S. cities, there is a tendency among part of the buying public to make its purchases in the U. S. Even the unfavorable exchange rate has failed to effectually curb this tendency, which is probably due to the fact that, in the smaller Canadian community, it has occasionally been impossible to find complete lines of certain classes of goods. Sporting goods have been one of the chief lines to which this fact applies, and the Baxter Company's action in laying in a complete stock which will meet the needs of the most particular, bids fair to combat in no small measure the mania for buying abroad and to help in keeping Canadian money in Canada.

While this condition applies only to Canadian cities located near the border, yet the general principle is one which applies alike to many Canadian centres which suffer from competition in much the same form. In the case of the Baxter Hardware Co. in Windsor it is shown that the wide selection offered by a well assorted stock and the passing on of any price reductions to the customer, are two factors which help greatly to keep such trade at home. This is one of the best means for the hardware merchant in the rural and urban districts of Canada to secure the maximum amount of local trade, much of which may now go to the stores in the larger centres and the mail order firms.

What Merchant Must Do

People prefer to buy where they buy to best advantage and no one can blame them for that, but many of them are laboring under the hallucination that they can buy to better advantage in the larger centres, or in the case of Windsor, that better selection and prices can be secured by buying in the city across the

Preserving time and Fall housecleaning season call for many household utensils in graniteware, aluminumware, tinware etc., at this time of year, and window displays such as this by the Baxter Hardware Co., Ltd., Windsor, Ont., backed up with advertising and personal effort by the store salesmen help to sell such lines. Few housewives will not be interested in at least some of the articles shown in this window and the salesmen have studied the uses of the various utensils so that they are able to make many suggestions of a novel character to customers.

A wide range of sporting goods is claimed to be the secret of the success which has attended the sale of this line in the Baxter Hardware Co., Ltd. Windsor, Ont. This firm have found that a stock which offers a good selection is much desired by the average sporting enthusiast, and such a stock, combined with good service and satisfactory prices has been largely responsible for retaining much trade which ordinarily would go to larger stores in the city across the border. This solution may help the retail merchant in many of the smaller centres who is troubled with trade going to mail order houses or stores in the larger cities.

border. This tendency has developed from long practice but the day in which the distant merchant can give better service and prices than the local retailer has passed, generally speaking, and it is up to the retailer to show his local prospects that not only can they buy to equally good advantage in their home town, thus saving expense of purchasing from a distance, but they indirectly benefit themselves by increasing the volume of local trade. Of course to do this the store must offer a wide selection of up to date requirements. It is by following this plan that the Baxter Hardware Co. has saved much business from going across the border to a U. S. city, and it is by maintaining such a stock and by giving good service that every retailer can secure the maximum of local trade.

Studying Home Requirements

The window displays in the Baxter Hardware Co. are changed frequently and are always used as one of many selling helps to push seasonable lines. Thus publicity is given in local advertising to a line of kitchen utensils, for instance, and the window is dressed as illustrated in this article. This line is then given special prominence in the store interior and the store salesmen have a number of suggestions to offer to the housewife customer as to how she can use some of these utensils to good advantage at this season of the year. A study is made of the home requirements and from questioning a number of housewives a large list of suggestions is secured, many of which will be unique to many of those to whom the suggestions are extended. With the preserving season in progress and Fall housecleaning time approaching, a display of graniteware, aluminumware, tinware, etc., is very seasonable and backed up with such effort as has been outlined these lines should move rapidy.

In the dsplay shown herewith the various utensils are seen tastefully arranged some of them affixed to hooks in the panels which form the back of the window. Many wives will have use for at least some of these utensils.

Fall Sporting Trade

In the sporting goods department a wide range of requirements for practically every line of sport indulged in locally, is maintained for the purpose adready outlined. This includes tennis, baseball, fishing, boating, lacrosse, rugby, hockey, etc. In the picture shown elsewhere in this article will be seen a wide assortment of various sporting goods lines. Tennis is a popular sport in the cooler weather of early Fall and many fishing parties are being organized for the Fall expeditions to the hunting districts. The same plan of advertising and personal effort is used in connection with goods as with other lines, details of which have been given.

NEW FIRM FOR HAMILTON, ONT.

Hamilton, Ont.—Wallace Barnes & Co., of Bristol, Conn., has located here and will commence operations at an early date in the premises formerly occupied by the National Machinery & Supply Co. The new industry is capitalized at $300,000 and will employ about 150 hands. It will specialize on all kinds of screw machine products, springs, etc. The parent company in Bristol, Conn., is capitalized at $1,510,000 and employs 500 hands. Officials of the Canadian branch are: President, Fuller F. Barnes; Vice-President, Harry C. Barnes; Secretary-Treasurer, Freeman M Norton, and Directors, Carlisle F. Barnes and C. Victor Grantham.

NO SHADOWS FROM THIS ELECTRIC LAMP

A lamp that throws a brilliant shadowless light on the table is said to have been introduced into London, England, by Major J. P. Waller, who represents French makers. This lamp it is claimed does not cause the slightest shadow.

This is accomplished by means of a prismatic lens and a number of silvered minor reflectors. The light, a 50-candle power filament, is surrounded by the cylindrical lens which gathers up the diverging rays and throws them in a series of parallel beams on to the mirrors. From the 50-candle power filament an illumination of 3,000-candle power is obtained over the area on which the operator is working. There is no heat.

For the Man Behind the Counter

Co-operation of Employer With His Employee

Growing Importance of Such Co-operation —Employee Must Feel He is Part of the Business System—Handling of Customers' Complaints

WHEN a representative of Hardware & Metal asked G. V. White, Advertising Manager, for Summer Co., Hardware Merchants of Moncton, N.B., if he thought the matter of co-operation between employer and employees was given the attention it was entitled to, and the place it occupied in the success or failure of a business, Mr. White said that he had always considered it one of the most important factors in the successful operation of any mercantile business. "I think this is being recognized more and more each year especially among the larger concerns. The adopting of the Saturday half holiday, the shortening of working hours, the providing of athletic grounds, educational facilities, insurance opportunities, profit sharing plans etc., all have tended to show the increased interest taken by the employer in his employees as a whole, but while all these increase the good feeling they do not of necessity produce co-operation. The employee must be educated to feel that he is an actual part of the business system, that the company's interests are his interests, that its growth means his advancement, in other words that he is a working partner.

A Store Policy

"The developing and fostering of this company spirit should become a store policy in every establishment. Co-operation works both ways, from the bottom up and from the top down and must have its foundations on mutual interests and confidence. I once heard the manager of one of the large houses in the American West say 'I consider I owe a duty to those in my employ second only to that which I owe my own family,' and he demonstrated every day that he meant it and the loyalty and faithfulness of that staff to the company was one of its biggest assets. Conventions, annual banquets, outings or any form of a "get together" gatherings are productive of good, but none in my opinion are equal to the weekly store meetings, with the manager in the chair to set forth the aims and plans of the company and offer and receive suggestions as to the best ways for carrying them out. Here all meet on an equal footing and such questions as improved deliveries, the adding of lines called for but not in stock, methods for moving slow sellers, complaints of customers, opinions on makes of goods recently added, what customers say about them, why they prefer other makers' products, price comparisons, and all kindred subjects pertaining to the business are talked over and thrashed out.

"Buyers are called in to explain new lines they have bought and pass along to the salesmen the talking points in their favor, their uses, advantages over other makes, etc., in fact all the information they can give that will help those who are responsible for their sale. If still in town, the representative who made the sale to the company is also given an opportunity to talk up his goods. This results often in the salesman being able to create a demand for the article even before it is received and talk it intelligently after it has. Many a good line has remained on the shelves and became old and shopworn because this information had never been furnished. Often one of the hardest chasms to bridge is between the buying and selling ends of a business. Too many buyers resent suggestions and rely entirely on their own judgment forgetting that through daily contact with the buying public the salesman becomes very conversant with their needs. No two departments in a store should be so closely linked for they both aim for the same ends, the buyer to buy goods that will sell and the salesman to sell the goods that are bought, working together this can be accomplished, working separately standard goods often remain "out of stock" indefinitely, while new lines accumulate in the shelves unmoved. An employee should always be made to feel that as long as he is in the right he has the entire management back of him. I remember a piece of 'store literature' I once saw when in a large retail store in the West. It was in the form of a circular letter and ran something like this:

" "To the Salesmen of ———— Co.,

Gentlemen:

It has come to my notice that a mistake in an order recently involved one of you in an altercation with a customer in which he received considerable abuse and only succeeded in making the whole matter worse for both himself and the company and had to have it straightened out from this office in the end. Had he turned the matter over to Mr. ———, our floor manager in the first place he would have been saved an unpleasant situation and the adjustment would have been easier and more satisfactory to all. For those who have not been long enough in our employ to understand our policy in dealing with matters of this kind let us state it briefly. We have every confidence in our employees and will stand back of them when in the right, in all cases we will give them the benefit of the doubt and their word will have first consideration with us, (if we have not absolute faith in their truthfulness they cannot remain in this employ), errors of judgment are not criminal and are common to all, but where they lead to mistakes in filling orders we want the matter put at once in the hands of your floor manager; you will find him in such cases ready to adjust it for you or advise you what to do, this is part of his duties. Do not in any case conceal, cover up or try to straighten it out yourself. You are apt only to complicate the situation and endanger the good will of "our" customers. We expect you always to do the best you can and it is our experience that our salesmen seldom make the same mistake twice. When in doubt in filling an ord-

(Continued on Page 41)

IMPORTANCE OF "MEN BEHIND THE COUNTER"

"Every national advertising campaign stands or falls on the indifference or co-operation of the retail store clerks," said C. H. McIntosh, President of the Associated Advertising Clubs of the World in a recent address in Toronto. The speaker had much to say about the passing of the old-fashioned ideas of salesmanship pointing out that the day of merely tempting the public with the article on its price, had gone. There had come a realization that education was the solution of many of the merchandising problems. Retail store salesmen as an important link in the chain, should give due consideration to the study of salesmanship and the features of their local trade.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member [illegible]

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

SATURDAY, OCTOBER 8, 1921

Briefs

THERE IS a great deal of truth in the statement of C. H. McIntosh, President of the Associated Advertising Clubs of the World Meeting in Toronto this week to the effect that "every national advertising campaign stands or falls on the indifference or cooperation of the retail store clerks." The co-operation of retail salesmen, in company with certain other factors, was described as the means by which the distribution of merchandise was kept in motion. Otherwise the channel would become blocked.

IN CONNECTION with the recent tendency toward standardization in almost every line of manufactured product, it is interesting to note that a flashlight manufacturer found he could make just as many sales with a range of 36 products as with 80 various styles. A nationally known maker of clocks found that he could reduce his line from 650 to 80. In stamped metal lines it was established, during the war, that 4,250 lines were superfluous. In these days of necessary cost reduction the question of standardization becomes an all important one both in manufacturing and in the retail trade. The retail hardware merchant can concentrate upon certain standard lines to better advantage than spreading his effort over a wide range of products many of which would probably not repay the energy spent in educating customers to their use.

WHILE Canada's imports for the year ended in August, 1921, show a vast decline from the figures of last year it is interesting to note that they are still nearly $90,000,000 in excess of the figures for 1919. Exports from Canada during the three years have shown a decrease. Canada's imports from Germany during the year totalled $2,065,266 as against $370,765 last year and $10,655 in 1919. Canada's exports to Germany also show increase, amounting to $8,417,127 in year ending August 1921 compared with $2,402,122 for 1920 and $38,157 in 1919.

The Retail Salesman

HOW FREQUENTLY the true importance of the "man behind the counter" is overlooked in dealing with the problems of hardware and of other retail lines of business, under present conditions. There is no question that the retail hardware salesman can be a very important link in the merchandising chain or he can be the weakest link, and it should be kept in mind that the whole chain is no stronger than its weakest link. In the present condition of business the retail salesman can exert an important influence. He is the man in direct contact with the ones to whom the final sale of goods should be made. He is the one best fitted to size up the changing tendencies of buyers, of the obstacles which are apt to creep in to combat the retailer's trade, etc. In the conditions of retail trade now emerging from the melting pot of price reductions, bargain sales, and general depression the retail salesman is presented with an unique opportunity for displaying his true mettle. In some cases he is going to be called upon to show his real usefulness, for his employer is faced with the necessity of doing business on a most efficient basis to meet the stern competition for business which has been introduced. The slack ways of the boom years will have to be forgotten and the resourcefulness of every retail salesman brought to the fore to develop the maximum trade from local prospects.

A New Era

A NEW ERA is commencing in the hardware business of Canada. After the months of declining prices and reduced volume of trade there has come a firmer tendency in hardware prices with advances in some lines and indications of the probable spread of such advances to other lines. Simultaneously an improvement in general business conditions is noted, an improvement not so much in the nature of a fluctuation, as has been previously experienced, but a gradual, consistent improvement which shows signs of continuing. Iron and steel is a basic industry which, to a large extent, reflects general conditions. Hence it is interesting to note from details given elsewhere in this issue that the average production of the mills has within the past few months increased approximately from 30% to 50% of capacity. This gradual improvement is the reflection of more confidence on the part of buyers, of stocks reduced to a minimum in wholesalers' and retailers' hands, of railroad renovation becoming a necessity, of the ironing out of many of the wrinkles of the readjustment period in our industrial system.

There are yet some obstacles in the way, prominent among which are high wages on the railways and in the building industry, but is possible that these difficulties will be minimised shortly as the result of efforts now being made.

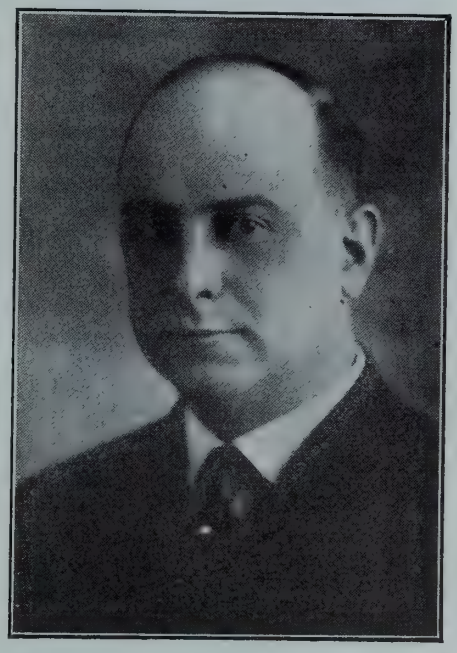
In this new era the hardware merchant who will operate successfully is the one who will give close attention to details of cost and turnover. As a matter of fact the average store trade of the hardware retailers in Canada has suffered little; the chief falling off has been in regard to factory and mill supplies, etc., which factories operating at a small percentage of capacity could hardly be expected to purchase. The return of this latter class of business will be gradual, but in order to get a good share of the regular household and construction trade it will be necessary to give close attention to the two subjects mentioned. Under prevailing conditions the hardware merchant may think it difficult to reduce costs when the various factors such as taxes, fuel, wages, etc., remain high. It should be borne in mind that the most effective way to reduce costs, on the per unit basis, is to increase the turnover of the existing organization. There are many phases of this problem to which the merchant should give close study at the present time, such, for instance. as the changing wants of customers, the competition of department stores, mail order houses, and the natural disinclination of people to buy anything new until they are actually forced to do it.

The adoption of adequate means of combatting these forces and of developing new sources of business demands a close study on the part of the merchant whose business will prosper in the new era at hand.

News of Western Canada

J. J. Corbett Now General Manager Of Miller Morse Hardware Co., Ltd.

WINNIPEG, Man. — Announcement is forthcoming from officials of the Miller Morse Hardware Company Ltd., of this city, that John J. Corbett, for ten years identified with the firm in the position of Credit Manager, has been appointed general manager of the company. Mr. Corbett assumed his new duties from the first of the present month and has received many good wishes from business associates in the hardware trade of Winnipeg and other Western interests, for his success in the position to which he has been promoted.



JACK WOOD

Retailer of Swift Current, Sask. elected 2nd. Vice President of the Dominion Board R. M. A. at the recent elections previously announced in Hardware and Metal in conjunction with the convention report.

WESTERN HARDWARE FIRMS SUFFER FIRE LOSS

Hatton, Sask.—Loss of over $300,000 was caused by fire which wiped out twenty-five places of business among which were McPherson's hardware; and Auger's hardware. During the progress of the fire there were some explosions from oil barrels.

WESTERN CANADA NOTES

Messrs. Dunbar and Ragan of Stettler, Alberta have sold their hardware store to Messrs. Cullis and McElhone. The new proprietors are well acquainted in Stetler.

F. Anderson of Carstairs, Alberta, has purchased the hardware business of J. H. MacNeil of Delia. Mr. Anderson has been in the hardware business for twenty years.

G. Cruickshanks of Hillcrest, Alberta, is opening a hardware department in connection with his store. This has necessitated the enlarging of his premises.

The B. D. Brown hardware store at Galahad, has been sold to J. Ledingham of Richdale, Alberta. The new proprietor purchased both the stock and business and the store has been closed recently to permit the taking of stock.

Mr. Ledingham will be in charge of the store but for the present Mr. Renwick of Calgary is managing the business.

Mr. Brown has been in ill health for some time and intends to take a trip to the coast for his health.

Rex. Simpson is assisting in the hardware store of Spiece & Sons, at Mirror, Alta., while Mr. Spiece, Sr. is away undergoing treatment at Rochester.

Fire broke out in the hardware store of Leonard Goheen at Mantaria and destroyed the building and stock. The loss was about $10,500 partly covered by insurance.

LEWIS C. MARR NO LONGER WITH MILLER MORSE HARDWARE CO.

Winnipeg, Man.—Lewis C. Marr, for several years manager of the Miller Morse Hardware Company, Ltd., is no longer associated with this firm.

CO-OPERATION OF EMPLOYER AND EMPLOYEE

(Continued from page 39)

er or dealing with a customer do not be afraid to go higher up for information or advice, we are always glad to give these—it is easier and pleasanter than straightening out mistakes. Always go to your immediate superior first with any personal matters you want to talk over to have adjusted, if you cannot get satisfaction bring it to the writer direct. In closing let me state again that we are with our employees first, last, and all the time and expect their attitude towards the company to be the same.'

"That letter was on a line then entirely new to me and made an impression I have never forgotten. They told me that in that company's experience the condition referred to in the last sentence had long existed and so I believe it will exist in any other where the subject is approached in the same way. Yes, Sir, I believe in co-operation, the smoothness with which this business here runs testifies to its value."

MERCHANTS WANT REPRESENTATION IN THE SENATE

Winnipeg, Man.—Recognition of the Retail Merchants as a class by representation in the senate has been advocated by the National Executive and approved by merchants organizations all through Canada, E. M. Trowern, national secretary of the Retail Merchants Association of Canada, stated recently on his return from an extended trip in the west.

"Merchants at every city and town in the west feel, since the present government is recognizing various classes, such as manufacturers and labor in the senate, the retail merchants are entitled to representation" he said.

WANT BY-LAW SUSPENDED

Winnipeg—A delegation of Winnipeg merchants, accompanied by J. H. Curle, Provincial Secretary of the Manitoba Association, have asked that the recently enacted by-law regulating the inspection of weight measure and size of package goods be suspended for the time being.

The argument put forward was that under its present wording the regulation could not very well be put into operation. This by-law required that all weights and measures be properly stamped, and also that with every article sold a ticket or invoice be delivered with the goods to the purchaser, showing the exact measure or count or net weight of the package.

The by-law is cumbersome and unworkable, say the merchants, as it would require keeping the customer waiting until an invoice giving the required particulars was made out, and this in a busy period of the day is almost an impossibility.

Events in the Trade

NEW FIRMS

Conestogo, Ont.—Huehn Bros. are commencing in the hardware and general store business.

FIRE LOSS

New Hamburg, Ont.—H. L. Albrecht, hardware merchant suffered recent loss by fire.

Ottawa, Ont.—Fire did several thousand dollars' worth of damage to the building and stock of the Leslie Tinware Co., Scott Street.

INCORPORATION

McFarlane Manufacturing Co. Ltd., has been incorporated in Ontario to manufacture woodenware. Head office in Toronto, capital of $100,000.

W. D. Shambrook & Co., Hamilton, Ont., have received a Dominion Charter and have changed the firm name to "Duro Aluminum, Limited." There will be no change in management or policy. W. D. Shambrook is president of the new company.

PERSONAL

Charles Hunter formerly with the Cowan Hardware Co., London, Ont., and recently secretary of the Western University Medical school has returned to his position with the hardware firm.

Robt. C. Holder of St John, N. B., has been apopinted representative for the Imperial Varnish and Color, Co., Ltd., in the Maritime Provinces.

H. Laughton, representing George Butler & Co., Ltd., manufacturers of cutlery and electric plate, Sheffield, England, called at the Montreal office of Hardware and Metal this week. Mr. Laughton is calling on the trade in Montreal, Toronto, Quebec and the Maritime Provinces before returning to England.

RETAIL HARDWARE EXHIBITS AT KINGSTON FAIR

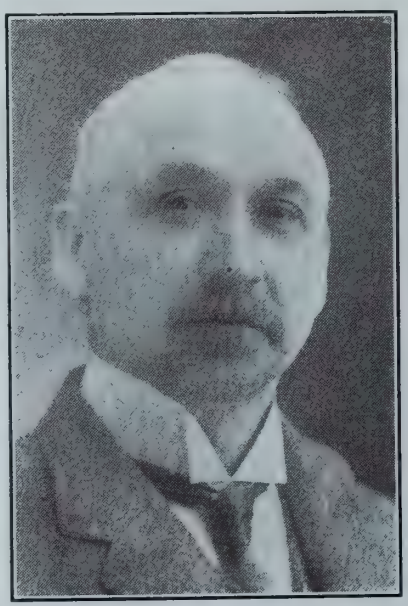
Kingston, Ont. — An exhibit that brought forth much comment at the Kingston Industrial Fair was that of Lemmon Bros. tinsmiths and hardware merchants. One of the features of the display was a combination coal and gas range. A pipeless furnace was also demonstrated.

Another exhibit at the fair worthy of special mention was that of the W. H. Cockburn hardware. The firm made a special feature of paints and varnishes and demonstrated this line. The firm had a miniature house showing to good advantage roofing and paint. In addition the store had a splendid exhibit of tools and cutlery.

DEATH OF ST. MARY'S MANUFACTURER

St. Mary's, Ont.—James Maxwell, President of the firm of Maxwell, Limited, and a prominent member of the Canadian Manufacturers' Association, died at his home in St. Mary's.

Mr. Maxwell was born in Paris, Ont., 64 years ago. He was educated in Paris High School and Dr. Tassie's Academy at Galt. About 36 years ago the family moved to St. Mary's, where his father had founded a firm bearing his name for the manufacture of agricultural implements, washing machines, churns and other woodenware. On his father's death Mr. Maxwell became President and had always been active manager of the firm's affairs.



LATE JAMES MAXWELL

President of the firm of Maxwell Ltd., St. Mary's, Ont. and a prominent member of the C. M. A. whose death is announced.

ALTERING HARDWARE STORE

McMann's Hardware Store, Yonge St. Toronto, is being altered by having the store front razed to allow for street widening.

WESTERN CANADA NOTES

Frank D. Scruton, traveller for the J. H. Ashdown Hardware Co., Ltd., Winnipeg, has just returned from the East where he has been enjoying his honeymoon.

C. W. SUMMERS MAY BE PRESIDENT LONDON HARDWARE ASSOCIATION

London, Ont.—There is little doubt according to officers of the London Retail Hardware Dealers' Association that Ex-Alderman Charles W. Summers will be elected president to fill the vacancy created by the death of President Thomas Jones. Mr. Summers has been appointed acting president and at the regular meeting to be held next Monday the appointment is likely to be made permanent.

One of the most important matters to be considered at the meeting will be price revisions. Local dealers have followed the markets with extreme care and are marking prices downward as the various reductions are made. They have in this way satisfied the buying public that they are giving them real reductions, this being obvious when comparison is made with former quotations, and at the same time by working together they escape the danger of having varying quotations on similar staple lines.

CHANGES IN STAFF OF COWAN HARDWARE COMPANY

London, Ont.—Howard Crummer has been appointed acting general manager of the Cowan Hardware Co., to fill the place made vacant by the death of President Thomas Jones. Charles McKerlie takes the position of store manager and assistant buyer.

The firm has been making some improvements in connection with the interior of the store and a handsome twelve foot wall case of plated ware has been built, right up at the front on the left of the main entrance. The case has all glass shelving and special lighting arrangements and when filled with various plated goods makes a most attractive showing.

"Our business in this line has developed steadily," said acting manager Crummer, to Hardware and Metal, "and it is now not only an all year seller but a big one. Sales at Christmas and during the wedding seasons are very heavy.'

Speaking of business generally, Mr. Crummer stated that it has been very fair.

"We have found it good policy," he stated "to watch collections closely. There have been quiet periods in the business but we find from our books that on the whole sales are averaging up pretty well."

TORONTO MERCHANTS WILL COMBINE IN ONE ASSOCIATION

A meeting is to be held next Monday, October 10, at the R. M. A. offices, of leading Toronto merchants from each section of the association for the purpose of forming a united Toronto branch, a combined organisation of all retailers' sections. There are between 1,500 and 1,800 members in Toronto, and it is the intention of the combined forces to interest themselves municipally, and they will endeavor to have some representatives to the Toronto City Council.

A meeting of the merchants on Yonge Street, Toronto, from King Street north to Dundas Street, was held in the office of the Retail Merchants' Association for the purpose of protesting against the increased assessment on merchants' property in this district. The increase amounts to more than three and a half millions, and at the meeting it was decided to engage the legal services of T. P. Phelan to go before the Toronto Board of Control to fight this increase.

BICYCLE OUTLOOK GOOD SAY DEALERS IN CONVENTION

The City of London, Ont., was selected by the Canadian Bicycle Dealers' Association, recently in convention at Chatham, Ont., as the convention city for next year. A number of speakers were heard during the convention among whom was J. B. Gibson, general manager of Canada Cycle and Motor Company, of Toronto, who told the delegates that the indications adready pointed to a resumption of normalcy in business.

D. Anderson, of the Dunlop Tire and Rubber Company, of Toronto, spoke happily of a coming business revival shortly. That there is an unlimited field for the securing of new business in Ontario was the opinion voiced by Secretary Wenige, the principal speaker, in an interesting discussion of the need for more printers' ink to aid bicycle sales.

"Our market is right here; we only have to go after it to get it," the secretary said. To stimulate bicycle sales he suggested more new ideas put forth to make the bicycle still more popular in the country.

OBITUARY

A. B. Petrie of Guelph, president and founder of the Petrie Mfg. Co., Hamilton, Ont., died at his home a few days ago. Mr. Petrie, who had reached the age of 80, started the Petrie Mfg. Co. some 20 years ago, the first factory being in Galt. The business was next moved to Guelph, then later brought to Hamilton about 16 years ago. This firm which manufactures cream separators, gasoline engines, and sprayers, will be carried on by the five sons, A. B. Jr. H. J.; P. S.; C. M. and G. R. Petrie, all of whom are interested in the business.

CHANGES IN CEMENT BOARD

Montreal—At a meeting of directors of the Canada Cement Company, Frank P. Jones, vice-president and general manager of the company, was appointed to the presidency to fill the vacancy caused by the recent death of Senator Edwards.

FRANK P. JONES

formerly vice-president and general manager of the Canada Cement Company who has been appointed to the presidency of the company filling the vacancy caused by the death of Senator Edwards. Photo by courtesy of International Press.

There was another vacancy on the board caused by the death some weeks ago of J. M. Kilbourn of Owen Sound, one of the vice-presidents. In view of the elevation of Mr. Jones, this left two of the vice-presidential positions vacant.

These were filled by the appointment of A. C. Tagge, an officer of the company who has been on the board for some years, and Henry Jones Fuller of New York, president of the Canadian Fairbanks Company, Limited.

The vacancies on the board were filled by the appointment of Gordon C. Edwards, Ottawa; and T. A. Russell, Toronto. Mr. Edwards has been associated with the lumber business of the late Senator Edwards since he was a boy. He is a director of numerous Ottawa companies.

BRISK BUSINESS IN HARDWARE

Sherbrooke, Ont.—J. S. Mitchell and Company make the following report: "We can report brisk business for the last two weeks. Seasonable Fall lines are moving in satisfactory volume; inquiries are more numerous in many lines; and while orders are not heavy, there are enough of them to keep our full staff employed. Indications point to a fair amount of business for the remaining months of the year."

November Will Be "Perfect Package Month"

All trades and industries have been asked to co-operate in the "Perfect Package Movement" to be inaugurated by the railroads, steamship lines and express companies in the United States and Canada, in November, which has been designated as "Perfect Package Month."

The purpose of the movement is to stimulate further public interest in good packing of shipments and to enable the carriers to improve the transportation service of the country. During November, an examination of all shipments sent by freight or express, will be conducted, to obtain information as to the best shipping methods carried on by the various trades and industries.

Comparisons of the records made by the various cities during November will be announced at the conclusion of the drive. The entire working forces of the railroad and express carriers, comprising some 2,000,000 men, will aid in the movement. The railroads through the American Railway Association, composed of practically all of the railroads in the country, are pushing the campaign, as a means of raising the standard of the service.

METAL SHINGLE VS. WOODEN SHINGLE

Ottawa, Ont.—Arguments for and against the use of wooden shingles for roofing were heard at the third annual meeting of the Dominion Fire Prevention Association. The conservation of the product of Canada's forests and the fire menace of wooden shngles on buildings were two of the points brought out on one side of the question. On the other hand speakers defending the wooden shingles pointed to the ruination of an important industry in Canada if wooden shingles were banned. From the standpoint of fire hazard it was agreed that the metal shingle was much to be preferred but it was stated that in many respects the metal shingle could not compete with the wooden one.

NOVEL DISPLAY HELPED FIREARMS SALE

Jos. Gagne & Fils. hardware merchants of Sherbrooke, Quebec, recently experienced good results from a somewhat novel window display of hunting goods. Four wall board panels were painted with a attractive landscape view and some foliage was used to give it a realistic touch. In the foreground were shown fishermon's hampers, rifles, ammunition, camp equipment, etc. The view showed a deer approaching the river from the cover of the dark forest, the landscape measuring 8 x 12 feet. The sale of firearms and ammunition was said to have been particularly aided by this window trim.

Hardware Letter Box

OIL BURNERS

F. C. Bishop, Hardware, Norwich, Ont.—Kindly advise the name of the manufacturer of oil burners for heating water for a hot water heating system.

Answer.—The Fess Oil Burners of Canada Limited, Toronto, Ont.

CORK WASHERS

The Collette Manufacturing Company, Collingwood, Ont.—Will you kindly give us the names and addresses of Canadian firms making cork washers?

Answer.—These can be secured from the Freyseng Cork Company, Ltd. Toronto, Ont.

Although not listed in this connection, we would also suggest that you try the Armstrong Cork and Insulation Co., Ltd., Montreal, Que.

WOODEN TANKS

Toronto & York Radial Company, 84 King Street, E. Toronto, Ont.—Could you supply us with a list of Canadian firms manufacturing wooden tanks?

Answer.—S. Anglin & Company, Kingston, Ont.; Bell Planing Mill Co. Ltd., Barrie, Ont.; The Barrie Planing Mills Co., Barrie, Ont.; W. E. Butcher, St. Mary's Ont.; D. Carkner & Co., Kenmore, Ont.; W. H. McElroy & Son, Blyth, Ont.; Christie Woodworking Co., Ltd., St. John, N.B.; The Dominion Well Supply Co., Ltd., Cargill, Ont.; W. C. Edwards & Co., Ltd., Ottawa, Ont.; Goold, Shapely & Muir Co., Ltd., Brantford, Ont.; C. N. Huehn, Waterloo, Ont.; J. & J. Kerr Co., Ltd., Petrolia, Ont.; J. Landreville & Son, Toronto, Ont.; Geo. M. Mason, Ltd., Ottawa, Ont.; Ontario Wind Engine & Pump Co., Ltd., Toronto; W. P. Plant, Hastings, Ont.; Woodstock Wind Motor Co., Ltd., Woodstock, Ont.; W. H. White, Ville St. Pierre, Montreal, Que.

HAY RAKES

J. L. Demere, Thetford Mines, Que.—Will you please quote us the name of the manufacturers of hay rakes?

Answer—The Rugg-Ball Manufacturing Company, Ltd., Ayers Cliff, Que.

SPORTING SUPPLIES

Messrs. Scriven & Rutherford, Tilbury, Ont.—Kindly give us a list of Canadian firms engaged in the manufacture of sporting supplies?

Answer.—Walter Bentley & Co., Ltd., Niagara Falls, Ont.; The A. J. Reach Co., Brantford, Ont.; Western King Mfg. Co., Ltd., Winnipeg, Man.; Harold A. Wilson Co., Ltd., Toronto, Ont.; Winnett and Wollinger Ltd., Toronto, Ont.

BUTTS AND HINGES

Stevenson Bros. Limited, 48 Colborne St., Toronto, Ont.--Kindly give us a list of firms manufacturing butts and hinges in addition to the name of the Canada Steel Goods Limited.

Answer.—Hinges--Butt, Tee Strap, Spring, etc. in Cast, Brass, Bronze and Iron.

Canadian Yale & Towne, Ltd., St. Catharines, Ont.; Dominion Machine & Tool Co., Ltd., Toronto, Ont.; The Hamilton Stove & Heater Co., Ltd., Hamilton, Ont.; Montreal Hardware Mfg. Co., Ltd., Montreal Que.; Peterborough Lock Mfg. Co., Ltd., Peterborough, Ont.; The Springer Lock Mfg. Co. Ltd, Belleville, Ont.; The Robt. Mitchell Co., Ltd., Montreal, Que.; London Bolt & Hinge Co., London, Ont. (Screen and strap hinges only); The Jas. Smart Mfg. Co., Ltd., Brockville, Ont.; Soss Invisible Hinge Co., Ltd., Toronto, Ont.; Acme Stamping & Tool Works, Ltd., Hamilton, Ont.; N. Slater Ltd., Hamilton, Ont.

"FAULTLESS" OIL COOK STOVES

C. Zilliax & Son, Hardware, Listowel, Ont.

In connection with your inquiry of recent date as to the present manufacturers of the "Faultless Oil Cook Stove."

We would refer you to the Faultless Stove Works, St. Charles, Ill., U.S.A.

The McClary Manufacturing Co., are listed as the makers of a "Faultless" wood base heater, but state that they are not making this at the present time. It is possible however, that repair parts for this class of heater can be obtained from this firm.

The Canadian manufacturers of Oil Stoves are as follows:— McClary Mfg. Co., Ltd., London, Ont. Perfection Stove Co., Ltd., Sarnia, Ont., and The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

MIRRORS

George Fraser, Riding Mountain, Man.—Kindly give me a list of firms handling mirrors.

Answer—We presume you have reference to the manufacturers of mirrors, and therefoe have pleasure in referring you to the following Canadian firms making mirrors of various kinds and sizes. Toronto Plate Glass Importing Co., Ltd., Toronto, Ont.; Consolidated Plate Glass Co. of Canada, Ltd., Toronto, Ont.; The Hobbs Mfg. Co., Ltd., London, Ont.; Hamilton Mirror Plate Co., Ltd., Hamilton, Ont.; The Prairie Glass Co., Ltd., Winnipeg, Man.; Imperial Glass Works, Toronto, Ont; Montreal Paint & Glass Co., Ltd., Montreal, Que.

NEW CATALOGUES

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

BANNER STOVES

Catalog No. 8, a new work on stoves and ranges, has been placed before the fall trade, by the Galt Stove & Furnace Co., Ltd., of Galt, Ont. The book is neatly bound, with attractive coloring, and contains a large number of comprehensive illustrations which practically place the products before the mental vision of the dealer. Adequate description as to sizes and types are also given, while in addition to these various details, some special rules are presented governing the setting up of stoves and ranges. This list of regulations is especially useful, both to the dealer and customer.

Among the "Banner" lines catalogued in this issue are the Banner Combination in various styles; the Dunamel Combination; the Banner Chieftain; the Rexall Banner; the Banner Blunos; the Canadian Banner; the Eclipse; the Monarch Cook; the Economy; the Art Banner; the Colonist; the Dandy; the Rambler; the Cyclone Banner; the Kitchen Heater and the Banner Compact Cook. Many of these stoves and ranges are made in different models.

Heaters for various purposes, kitchen, parlor and so on, also occupy a prominent place in the pages of this book. Among these types mentioned are Tortoise Heaters; the New Maple Banner; the Highland Oak; the Premier Oak; the Victor; the Dandy; the Strathcona; the Marvel; Colonial; the Acme Farmers Boiler, and the Champion Agricultural furnace.

The Galt Stove & Furnace Co., have announced that a separate catalog will be issued covering their line of furnaces. This firm will also mail a special booklet on the Majestic line of coal chutes and building specialties.

GURNEY'S NEW BOOK

A neatly-arranged and easily reviewed book on stoves and ranges has been distributed by the Gurney Foundry Co., of Toronto. The new catalog presents to the trade, both through illustration and description, the latest types of Gurney products in cooknig and heating service. It is a comprehensive book of 52 pages, interposed with numerous cuts, and places before the dealer various styles of stoves and ranges, adaptable for wood, coal and gas fuels; whlie a section is also devoted to the presentation of combination stoves. The book is finished in attractive colors, and numbered by the manufacturers, catalog S-212.

BELTING

The Main Belting Co., of Canada, 10 St. Peter Street, Montreal, have just issued a comprehensive publication setting forth the quality and merits of Leviathan and Anconda belting. The volume of 144 pages covers information with regard to power lems, motor drives, belting in pulp and transmission, solution of modern belt probpaper mills, and other industries.

A number of illustrations show the strength, durability, economy, efficiency, claimed for these products of the Main Belting Co. Users of belts in any form will find in the new publication, entitled, "Belting," a convenient work. An index is given which indicates where the data on power problems may be found. Special pages are devoted to the capacity of belt, elevators, centrifugal belt elevators, continuous belt elevators, etc., while particulars are furnished with respect to belt fasteners, clinching hooks, steel belt lacing, belt punches, cutting pliers, etc.

The new publication is arranged that any additional printed matter issued by the manufacturers can be added.

METAL SPRAYING PISTOL

One of the trade booklets recently to hand describes the Schoop process of metal spraying. This involves the principle of an automatic spraying pistol, the object, of course, being to produce a non-corrosive surface on iron and steel. In this Schoop process the coating metal adheres to the object chiefly by mechanical union. The metal is discharged in hot unpalpable particles, moving with high velocity, and these when directed upon a prepared surface, penetrate the pores of the object, and do so in the presence of reducing gas, which prevents oxidization at the junction of the metals."

It is claimed by the manufacturers that the process may be applied in five different branches of utility; protective coatings, bonding or junction coatings, electrical coatings, electrical coatings, decorative coatings, and detachable coatings.

The book is being distributed by the Metals Coating Co., of America, with head quarters at Philadelphia, Pa.

FIREPLACE FITTINGS

"The fireplace is an altar for sacrifice, for worship, for refuge, for love."

"Make, therefore, this altar the most beautiful place in the home."

With the above epigram in a prominent place on the fly-leaf, the Enterprise Foundry Co., of Sackville, N.B., have placed in the hands of the trade their Catalog No. 15, on Fireplace Fittings and Open Grates.

The new booklet presents in a quietly-refined manner, the various models and types of Electric grates; Open fire grates; Portable Basket grates; Andirons; Dome and Common Fireplace Dampers; Ash Dumps, and Pit Doors. There is also a closing reference to the Enterprise lines of stoves, ranges and furnaces.

Full details of these products as to size, weight, finishes, and special features are not overlooked. The various illustrations are clear-cut, and give a more or less accurate impression of the appearance and usefulness of these many fireplace appliances.

STORY OF GLASS MAKING

The Canadian Libbey-Owen Sheet Glass Company, Limited, Hamilton, will gladly send to readers of Hardware & Metal a booklet which they have issued entitled "The Story of Libbey-Owen's Flat Drawn Glass." This booklet describes the process of making flat drawn glass and should prove interesting to all hardware men.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICE readjustments entailing both increases and concessions arouse keen interest in the current hardware markets. Another long list of commodities registering lower quotations includes brass and copper tubings, rods, and sheets; cast iron fittings; all kinds of plugs, malleable and cast bushings; unions of all sizes; black and galvanized malleable fittings; Canada plates; bolts and nuts; Beaver auger bits; Dover and Potts nickle-plated sad irons; knife-handled wrenches; the Combination line of screen and storm doors; also the Kasement make of doors; both the Joseph Rodgers, and McGlachan-Clark products in tableware and cutlery; lantern globes; lantern chimneys; horse rasps, twist drills ;halter, trace, breast, tie-out, and dog chains; electric weld coil chains; two lines of files; curry combs, and iron bench screws.

Increased quotations are noted on cotton lamp wick; sweat pads, and wire nails. The improved general tone of the steel industry has resulted in the appearance of higher prices on galvanized sheets. This advance in the cost of raw material has brought out another new list on range boilers, showing a higher price level throughout on all sizes.

There is fair seasonable activity in coil pipe and fittings; corrugated sheets, and lead and zinc goods. Cotton waste quotations are holding unchanged, at present. The recent revised list has renewed interest in wrought pipe. The general tone in ingot markets is better, with metal prices practically stationary. Only minor business is apparent in scrap metals.

MONTREAL MARKETS

MONTREAL, October 5—The hardware markets are again featured this week by numerous changes in prices. The revisions are both in the nature of price advances and declines, important commodities being affected in both directions. The outstanding revision is the new bolt and nut list, where a reduction is shown on all kinds of bolts and nuts. Probably the next in importance is an increase in prices when wire nails are advanced 25 cents per keg, and are now quoted higher, the list throughout being revised to higher quotations. The 30 gallon boiler will now sell for $9.25. Through changing the discount to 30 per cent off, twist drills show a substantial reduction. Curry combs, saddlery chains, and bench screws, also reduced to lower figures. A slight decline is announced on the Joseph Rodgers & Sons, Limited line of cutlery throughout.

There is a decidedly better feeling among the trade as regarding business for the last quarter of the year. This would particularly apply to the iron and steel trade, which has shown a great improvement in the past two weeks, leaving the market tendencies on such lines as sheets, iron and steel bars, boiler tubes, with a firmer tone.

NEW LOWER BOLT AND NUT LIST

Montreal.

A new list on bolts and nuts is issued to the trade, reducing the prices on all kinds of both bolts and nuts. Through the increasing of discounts, bolts are quoted lower, while by the reducing of extras added to list prices, the reduction on nuts is recorded. Following is new list effective from October 1.

BOLTS AND NUTS—
—Discount sheet applying to standard lists.

Carriage bolts, $1.00 list, ⅜" dia and smaller, 6 in. and shorter	40%
Do., longer lengths	30%
Do., 7-16 in. and larger	25%
Machine Bolts ⅜ in. dia. and smaller 4 in. and shorter	50%
Do., longer lengths	40%
Do., 7-16 in. dia. and larger	40%
Sleigh Shoe Bolts, all sizes	25%
Coach and Lag Screws	50%
Square Head Blank Bolts	40%
Bolt Ends	40%
Plow Bolts, 1, 2, 3 Heads	35%
Do., others (Net extra 20%)	35%
Elevator Bolts, large head	25%
Do., corrugated heads	55%
Fancy Head Bolts	25%
Shaft Bolts ($3 list)	25%
Step Bolts, large head ($3 list)	25%
Whiffletree Bolts	25%
Nuts, 2 in. and smaller, square blank, off list	$0 50
Nuts, 2 in. and smaller, square Tapped, of list	Net list
Nuts 2 in. and smaller, Hexagon—Blank. Off list	Net list
Do., Tapped, add to list	0 50

Terms:—Cash in 30 days from date of shipment less 2%.

FIRMER TENDENCY IN BRASS AND COPPER

Montreal.

Brass and copper sheets, rods and tubing are unchanged in price this week, but the market is much firmer and slight price increases would not be surprising in the near future. Both metals are reported stronger on the primary markets, and mill prices on these finished products have shown slight increases. Local stocks are taking care of the demand for the present, but when further purchases have to be made prices will accordingly be made higher. Following are existing quotations:

	Base.
BRASS—	
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base F. o. b. Montreal.	0 32
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier lb.	0 30
Plain tinned, 16 oz. and heavier, lb	0 37
Polished and tinned, 16 oz. and heavier, lb.	0 42
Tubing, lb.	0 34
Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.	

WIRE NAILS ARE ADVANCED TO $4.25 BASE

Montreal

Wire nails are this week advanced 25 cents per keg, bringing the present base price to $4.25. It is only two weeks ago that the quotation was lowered to $4.00. This price was, however, the result of price-shading among the jobbing houses, and was considered too low in comparison with replacement costs. Cut nails remain at $4.85 base, f. o. b. Montreal.

SADDLERY CHAINS ARE LOWERED IN PRICE

Montreal.

A reduction of approximately 10 per cent is announced on the various kinds of saddlery chains, including halter chains, trace chains, breast chains, tie out chains and dog chains. Electric

welded coil chain, in 100 ft. lengths, is also substantially reduced.

GLOBE FILE DISCOUNT CHANGES

Montreal.

Locally, the discount on Globe and K. & F. files is changed. The new discount does not change the net prices to any extent, as the former discount was 62½ per cent and now changed to 60 and 5 per cent.

FOLLOWING IS NEW LIST ON WROUGHT PIPE

Montreal.

As was stated last week, a new list on wrought iron and steel piping was being issued to the trade, but was not available at time of going to press. Following is new list, No. 53:

Price List No. 53 September 22nd, 1921.

Standard Buttweld Pipe S-C.

	Per 100 feet.			
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5(36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 88	25 90	28 12	35 04
2½ in.	31 59	40 95	....	....
3 in.	41 31	53 55	....	....
3½ in.	53 36	68 08	....	....
4 in.	63 22	80 66	....	....

Standard Lapweld Pipe S—C.

	per 100 feet.			
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

SHEET MARKET SHOWS MUCH IMPROVEMENT

Montreal.

The prediction that the last quarter of the year would bring an improvement in sheets, and the steel market generally, is now being realized. In the past two weeks in particular, strides toward a betterment in the situation have been very satisfactory. It would seem the improvement commenced when the announcement was made at the United States mills of an advance of $5.00 per ton in sheet prices. Immediately these new higher quotations became effective, the necessary confidence was apparently instilled in the buyers, for contracts were then forwarded for fulfillment.

Locally, business has taken on a different aspect from the quiet period extending all during the spring and summer months. More inquiries are coming to hand, and actual sales are more in volume. Prices are remaining unchanged for the present, but it is quite apparent that any further change made in quotations in the near future will be in the nature of an advance. Following are existing prices:

BLACK SHEETS

10 gauge	4 30 to	4 65
12 gauge	4 40	4 75
14 gauge	4 50	4 85
16 gauge	4 60	4 95
18-20 gauge	4 80	5 20
22-24 gauge	4 90	5 35
26 gauge	4 95	5 40
28 gauge	5 00	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 85	7 75
28 gauge	6 45	7 35
26 gauge	6 15	7 00
22-24 gauge	5 95	6 75
20 gauge	5 80	6 60
18 gauge	5 80	6 50
16 gauge	5 70	6 50
14 gauge	5 60	6 50
12 gauge	540	6 50
10 gauge	5 30	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 50	7 75
26 gauge	8 25	7 50
24 gauge	7 65	7 10
22 gauge	7 30	6 65
18-20 gauge	6 60	6 50

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

CANADA PLATES

Dull—	
18 x 24 x 52s	5 80 box
18x24 x 60s	6 00 box
18x24 x 75s	6 30 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

ADVANCE IN PRICES OF COLLAR PADS

Montreal

An advance in the price of the cotton padded collar pads is recorded amounting from 7½ to 10 per cent. Ventiplex pads are unchanged in price.

BENCH SCREWS ARE QUOTED LOWER

Montreal.

Iron bench screws will now sell for less, a reduction being made in all sizes. Following are the new prices:

BENCH SCREWS—	
1 inch	$12 20 dozen
1⅛ inch	14 70 dozen
1¼ inch	16 90 dozen

TWIST DRILLS NOW 50 PER CENT OFF

Montreal.

A substantial reduction is made in twist drills when the discount now quoted is 50 per cent off list prices. Former discount was 35 per cent off. This applies to blacksmiths' drills, straight shank, wire, and taper shank.

MORE CONFIDENCE IN IRON AND STEEL MARKET

Montreal.

With a noticeable improvement in the iron and steel market, and the undertone changed to one of firmness rather than the past long-standing easier tendency, when almost from week to week lower prices could be expected, the question can now be asked; has the bottom been reached? It would appear so, at least for the present, from reports received from the mills. Up until now, advances have only been recorded in the sheet market; but to local dealers it would not be surprising if higher prices ruled in the near future on bars, and shapes.

The mills have undoubtedly been working under prices on their output that allowed little or no profit. This could not go on indefinitely, and now to all appearances, a revision is likely. Quotations locally remain unchanged for the present as follows:

Common bar iron, 100 lbs.	3 00	3 25
Refined iron	4 00	4 30
Irish finish machinery steel	....	3 45
Mild steel	3 00	3 40
Single reeled machinery steel	5 00	5 25
Band steel	3 00	3 40
Spring steel	....	6 00
Sleighshoe steel	3 00	3 40
Tire steel	3 00	3 60
Toe calk steel	4 00	4 30
Harrow tooth steel. per lb.	....	3 55
Mining both steel per lb.	....	0 23
Black Diamond tool and cast steel, per lb.	....	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

NO CHANGE IN CEMENT QUOTATIONS

Montreal.

Quotations on Portland cement remain unchanged since the revision in small quantities three weeks ago. The fall weather brings a slight increase in business and a good amount of activity is looked for from now until the winter sets in. Following are the unchanged prices:

CEMENT—

Car load lots—400 to 1000 bag cars.	
Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Rebate 20 cents for empty sacks.	

PRICES ARE INCREASED ON RANGE BOILERS

Montreal.

This week brings the long expected revision in range boiler prices. Since mid-summer the market has been very unsettled among the different jobbing houses, and during the intervening months new prices were anticipated as it was generally believed that a revision was necessary to assist in stabilizing the market. Although it was expected that the revision would be in the nature of an advance, it was generally thought the price of the 30 gallon boiler would again sell at the $8.75 price. However, the list of prices is revised throughout, and the standard size will now sell for $9.25. It remains to be seen whether a strict adherence to present prices will be given, but it is hoped a steady market will now prevail. Following are the revised prices on all sizes;

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

BOILER TUBES ARE ALSO FIRMER

Montreal

As in all other iron and steel products, boiler tubes are now in an improved position, the tendency of the market being of a firmer nature than the easier tone that has been evident for some months past. More inquiries are now coming to hand, but unlike other iron goods, these have not as yet developed into actual sales to any extent. Following are existing quotations;

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	....
1¼ inch	24 50	....

1½ inch	24 00	....
1¾ inch	26 00	27 00
2 inch	24 50	22 30
2¼ inch	27 75	25 50
2½ inch	35 00	26 75
3 inch	42 50	34 00
3½ inch	54 50	39 00
4 inch	75 00	49 50

CURRY COMBS NOW 30 OFF LIST

Montreal

A reduction has been made in the prices of curry combs through the changing of the discount to 30 per cent off the list prices. Following are new net prices on some of the best known lines.

CURRY COMBS—	
No. 111	$1 85
No. 121	2 00
No. 127	2 65
CATTLE—	
No. 98	2 40
No. 100	3 35

RODGERS CUTLERY

Montreal

It is announced that a slight reduction has been made throughout in The Joseph Rodgers Sons, Limited line of cutlery.

CORRUGATED SHEETS ARE UNCHANGED

Montreal

Corrugated sheets are unchanged both in price and market tendencies, although if plain galvanized sheets are recorded with a firmer undertone, this would directly reflect on corrugated. Business is only fair, but it is thought it will continue steady during the fall months. Following are unchanged list prices and discount;

Corrugated.—	
No. 28 gauge	7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

INGOTS CONTINUE WITH A FIRMER TONE

The general tone of the ingot metal markets continues firm without any sensational advances being recorded. There has been an improvement in the volume of business and sentiment seems somewhat better.

TIN—This metal has been more or less marking time without any definite trend in either direction. The market is now fairly steady, and little marked change is looked for. Local market is firm at 34 cents.

COPPER—New York market is steady to firm, and there has been an appreciable increase in domestic consumption. Electro is quoted in New York at 12½ cents, and producers are firmer in their ideas. London market is also better and should continue to improve. Electro is quoted at 17½ cents, casting at 17 cents.

LEAD—The American market is quite strong and London is also steady. Consumption remains good and there is no apparent surplus of supplies. As however this metal did not touch the low point realized by other metals, there is not the same probability of an advance. Present quotations are 6¾ cents.

SPELTER—East St. Louis remains strong and buying in the past two weeks has been the best for some months. The situation in Europe is quite firm, although Germany is always an uncertain factor in this respect. The situation however, appears decidedly firm at present, with local price at 7½ cents.

ANTIMONY—New York market has stiffened during the week owing to higher prices being quoted for import. Buying has been on a much improved scale with the result that prices are one-half cent higher. Locally the market has not changed appreciably as the demand is still quiet, and 7½ cents is quoted for ordinary.

ALUMINUM—No developments are reported in the market for aluminum, and this metal remains the dullest on the list with quotations at 29 cents.

TORONTO MARKETS

TORONTO, October 6.—Many price adjustments to both higher and lower levels arouse special interest in the hardware markets this week. Another lengthy list of commodities registering price concessions include, copper and brass tubing, sheets and rods; various classes of pipe fittings such as cast iron fittings, all kinds of plugs, malleable and cast bushings, unions of all sizes, and also the black and galvanized malleable fittings; Canada plates, bolts and buts, Beaver auger bits, nickel-plated sad irons, knife-handled wrenches; one line of files; the Combination line of storm and screen doors; also the Kasement make of doors; both the Joseph Rodgers and McGlachan products in table cutlery; lantern globes, lantern chimneys, and also horse rasps.

The improved general tone of the steel industry has resulted in the appearance of higher quotations on galvanized sheets, while bar iron prices are also firming up. Other price increases are noted on cotton lamp wick, sweat pads, and wire nails. When the decrease recently occurred in the nail base, it was stated in Hardware and Metal, that owing to the strength of these products at mill centres, a further revision evening up these quotations was generally looked for. This information was apparently authentic, as the reaction has now materialized. Another new list of prices has been given on range boilers, showing a higher level throughout on all sizes.

SUBSTANTIAL REDUCTION ON COMBINATION DOORS

Toronto

A reduction of 20 per cent is now announced by the Sanderson-Harold Co., on their "Combination" line of screen and storm doors. The new revised quotation is given as $64.00 per dozen.

KASEMENT DOORS WILL BE PRICED LOWER

Toronto

New prices showing material reductions for the coming season's booking, are announced by the Kasement Skrene Dore Co., on their "Kasement" line of doors.

RODGERS TABLE WARE REDUCED IN PRICE

Toronto

A reduction of approximately 5 per cent is announced on the Rodgers line of table cutlery, butcher knives, pocket knives, and similar products.

SLIGHT REDUCTION IN CUTLERY PRICES

Toronto

Reduced prices are given on the MacLachlan Clark line of table cutlery, comprising the "Sevada" and "Oregon" grades, as well as the celluloid handled knives and forks.

HIGHER QUOTATION ON COTTON LAMP WICK

Toronto

Through a revision in the discounts, higher quotations are recorded on cotton lamp wicks. The new price is now 25 per cent off standard list, compared with the previous discount of 30/15 off.

LANTERN GLOBES TAKE LOWER PRICE LEVEL

Toronto

In conjunction with the current lower prices announced on lantern chimneys, lantern globes also take a lower price level. The revised quotations follow:

C. B. LANTERN GLOBES—	per doz.
1 dozen	$1 35
3 dozen	1 20
6 dozen	1 00

LANTERN CHIMNEYS NOW HAVE LOWER PRICES

Toronto

Lower quotations are announced this week on lantern chimneys. The revised prices are as follows:

"B,"	$8.80 per case.
"A,"	$10.40 per case.
"O,"	$7.80 per case.

REVISED DISCOUNT ON HORSE RASPS

Toronto

Through a revision in the discount, lower quotations are given on Hellers horse rasps. The new discount is 67½ per cent.

DOVER SAD IRONS HAVE LOWER QUOTATIONS

Toronto

In conjunction with the lower prices now given on other lines of sad irons, the Dover make also have reduced quotations. The new prices follow:

DOVER SAD IRONS—	per set
No. 60	$2 45
No. 70	3 00

NEW LOWER PRICE ON POTTS SAD IRONS

Toronto

Among the current price reductions are the Potts sad irons, which now have lower quotations on the nickel-plated sets. The new price is $1.95 per set.

NEW PRICES GIVEN ON KNIFE HANDLED WRENCHES

Toronto

Lower prices are announced on knife handled wrenches, the revised quotations being as follows:

KNIFE HANDLED WRENCHES—

	per doz. net
Size 8 inch	$15 60
Size 10 inch	18 60
Size 12 inch	24 00
Size 15 inch	32 40
Size 18 inch	40 80
Size 21 inch	49 80

ANNOUNCE HIGHER PRICES ON SWEAT PADS

Toronto

There has been another advance in quotations on sweat pads, this change reflecting the recent increases in the raw cotton markets, and also the higher price levels on certain lines of manufactured cotton goods.

The revised prices on sweat pads follow:

SWEAT PADS	dozen
B. B. 10 inch	$6 45
Do., 11 inch	6 75
R. E. yellow, 10 inch	7 00
Do., 11 inch	7 15
Do., 12 inch	7 35

NEW DISCOUNT GIVEN ON K. & F. FILES

Toronto

Quotations on K. & F. files are revised, through a change in discounts, according to current market announcements. The new quotation is 65 per cent off.

REVISED DISCOUNT ON BEAVER AUGER BITS

Toronto

Through a revision in discounts, lower quotations are given on Beaver auger bits, this week. The new discount is 35 per cent off list.

HIGHER PRICES APPEAR ON GALVANIZED SHEETS

Toronto

An advance in quotations on galvanized sheets to the extent of 15 cents per cwt, has been made by some of the local wholesale houses. The new prices given are based on $6.25 for the 28 guage sheets, and $6.65 per 100 lbs. for the 10-¾ oz. However, the increase is not yet generally applied, as the lower quotation of $6.10 base on galvanized sheets is still on the market.

Some advance in prices on a more general scale is predicted in reports from southern primary steel markets. Recent developments indicate that the higher level on sheets effective in U. S. circles—and noted in a recent issue of Hardware and Metal—will be reflected throughout all phases of the trade in the near future. At present there is evident a very strong market in sheets and plates, with more activity and a firmer demand than has been apparent for a number of months. In this connection, it is significant that one large Canadian producer has sufficient bookings on hand to keep the shop operating at full capacity for the next sixty days. The whole trend of the present market, is therefore, towards an increase; and, as pointed out, the following quotations have already been revised to a higher level in some quarters:

BLUE ANNEALED—

10 gauge, base	4 00	4 50
12 gauge	4 05	4 55
14 gauge	4 10	4 60
16 gauge	4 15	4 65
BLACK—		
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 10
26 gauge	4 65	5 15
28 gauge	4 75	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	9 50	8 75
26 gauge	9 25	8 50
24 gauge	8 65	8 10
22 gauge	8 30	7 65
18 and 20 gauge	7 60	7 50
Premier and Apollo.		
10¾ oz	6 50	7 00
U. S. 28 base	6 10	6 60
U. S. 26	5 80	6 30
22 and 24	5 65	6 15
18 and 20	5 50	6 00
16	5 35	5 85
12 and 14	5 20	5 70

An extra [illegible] lbs.

stone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

PLATES, CANADA—

	Per box
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
1X, 20 x 28, 112 sheets	20 50
1X, 20 x 28, 56 sheets	12 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

IRON PRICES ARE FIRMER WITH BETTER OUTLOOK

Toronto

Reports emancipating from the southern primary steel markets indicate the feeling is fast spreading among the mills that prices on bars, shapes and plates, have now been fully liquidated. As a result, steel producers are said to be contemplating an advance in quotations on these products in the near future.

On the other hand, leaders in the steel trade speak more confidently of larger mill operations and increased volume of business, that was not apparent a month or six weeks ago. The trend of prices on the primary steel markets generally has been toward a higher and firmer level. This stiffening is reflected in the Iron Trade Review weekly composite average of iron and steel product prices, which is again higher this week.

Local quotations on bar iron and steel, however, generally remain unchanged, as follows:

Mild Steel bars, base	3 25	3 50
Mild steel bands, 3-16 in. base	3 75	4 00
Bar iron, base	3 25	3 50
Angle iron, base	3 35	3 60
Horseshoe iron	....	4 10
Tire steel	4 70	5 95
Spring steel	9 50	.11 5[illegible]
Crucible cast sheet steel	30 00	.35 00
Mining drill steel	18 50	18 50
Cast tool steel, high grade	20 00	23 00
Cast tool steel, high grade	30 00	36 00
Sleigh shoe steel	4 10	4 50
Hoop steel	4 50	4 75
Toe caulk iron	5 40	6 40
Norway iron	....	15 00

WIRE NAIL BASE PRICE ADVANCED TO $4.25

Toronto.

As outlined in a previous issue of Hardware & Metal, the recent reductions in the wire nail base price, have failed to hold for any length of time, and the reaction to higher levels has now set in, an increase of 25 cents being recorded this week. This advance brings the current quotation to $4.25, and is parallel with the increases noted on southern primary markets, to which reference was made by Hardware & Metal in a previous report covering this situation. On the strength of Pittsburg base prices, the evening-up revision was more or less expected; and the recent declines mainly indicated a local situation on Canadian wire products markets.

NEW LOWER LIST ON BOLTS AND NUTS

Toronto.

A new revised list is now effective on bolts and nuts, showing reduced prices on both products. The decline on bolts averages approximately 10 per cent, this change affecting carriage, machine and miscellaneous bolts; while the similar lowering in quotations on square and hexagon nuts, both blank and tapped, amounts to $1.00 per 100 lbs.

The new discounts are enumerated on the current market pages.

CANADA PLATE PRICES AGAIN LOWERED

Toronto

Another 30 cent reduction has been announced in the prices on Canada plates this current change bringing the prevailing quotations on dull, 60 sheets, to $5.65 per box; and on the ordinary, 52 sheets, to $5.60.

MANY PRICE CHANGES ON PIPE FITTINGS

Toronto.

Following on the price revision in wrought nipples and couplings recently enumerated in the market reports, quotations on other classes of pipe fittings are also changed. These current price adjustments are chiefly to lower levels, attained through revised discounts. Cast iron fittings; all kinds of plugs; malleable and cast bushings; and unions of all sizes are affected; while prices on the black and galvanized malleable fittings in classes A, B. and C, have all registered additional changes.

Current sales of pipe fittings are quoted as fair, with orders continuing of the small variety, but more numerous. Following are the prevailing discount revisions:

PIPE FITTINGS—

	Per cent.
Cast iron fittings	25%
Plugs, cast iron	28%
Do., solid	28%

Do., countersunk	28%
Bushings, mall	28%
Bushings cast	28%
Unions ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged Unions	25%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2 to 4 ins.	40%
Do., galvd., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do., 4 in. and larger	50%
Do., running thread	30%
Couplings. 4 in. and under	30%
Do.. 4¼ in. and larger	10%

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 55	0 68
Class B	0 23	0 33
Class C	0 15	0 23

SUBSTANTIAL DECLINES ON BRASS AND COPPER

Toronto.

Substantial reductions are again recorded in prices on copper and brass goods. Following on the recent declines of approximately 2 cents per lb. on sheets, rods and tubing, these products now take further extensive reductions varying from 3 to 7 cents per lb. The southern primary markets have recently developed easier prices, and this tendency has now been reflected on the local markets with the consequent current reductions. Following are the new list prices:

BRASS—	
Sheets, base, per lb.	$ 0 22
Rods, base, per lb.	0 20
Tubing, base, per lb.	0 25
COPPER—	
Rods, base per lb.	0 26
Soft sheets, plain, 16 oz. and heavier, lb	0 28
Do., plain tinned 16 oz. and heavier, lb	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

ANOTHER NEW LIST ON RANGE BOILERS

Toronto.

The recent higher price levels on galvanized sheets have been reflected in another new list of increased quotations on the galvanized range boilers. This latest change supersedes the revision on these products recently recorded on the local markets and is mainly attributed to the slightly improved general business conditions, coupled with the advancing costs of the sheet material. As manufacturers have claimed there remained no profit in the low prices that have been evident on the markets during the last two months, the increase in prices at the steel mills afforded an opportunity to stabilize the current quotations on range boilers in an effort to steady the market.

Prices on the 30-gallon standard size are now 50 cents higher than the previous list of two weeks ago, and give a total advance of $1.00 from the level at which this boiler was being recently quoted. Quotations all through the list give a general increase, varying from 75 cents to $2.00 and $3.00 on the different sizes. Following are the revised quotations:

RANGE BOILERS—

	Standard	Ex. Heavy
30 gallon	$ 9 25	$ 11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00
144 gallon	.....	76 00

ONLY MINOR BUSINESS IN SCRAP MATERIALS

Toronto

Business of a minor character is still the main feature of the scrap material markets, and no marked revision has been recorded. Prices remain unchanged and the general conditions have not yet developed the upward trend which dealers generally anticipate. The following price averages are more or less nominal for large quantities:

SCRAP MATERIALS—

No. 2 busheling	.....	11 00
Heavy melting steel, gross ton	9 50	10 00
R. Rd. wrought iron, No. 1, gr. ton	10 25	11 25
Scrap pipe, gr. ton	6 00	7 00
Stove plate, net ton	11 00	12 00
No. 1 machinery cast, net ton	15 00	16 00
Heavy lead	3 75	4 00
Tea lead	2 00	2.50
Red brass	....	9 00
Yellow brass	5 00	6 00
Light brass	3 00	3 50
Heavy copper	9 25	10 00
Scrap zinc	3 00	3 50
Old rubbers, boots and shoes	2 00	2 50
Lumberman's rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

BETTER GENERAL TONE IN INGOT MARKETS

Toronto.

With the general tone now much better in ingot markets, a fractional improvement in practically all metals is reported. The opinion that ingots have now touched the bottom of depression, has been substantiated to a slight extent by recent developments, and dealers quote the general trend as beginning to go back to normal in an average sense.

COPPER—Quotations on copper generally remain unchanged on the local markets. Although a firmer tone is manifest, and an increase of sales recorded on the United States primary markets, there is still said to be large quantities of copper available, and quotations have failed to advance in any marked degree. The local price is around 17 cents.

TIN—The apathetic state of the tin markets has resulted in a gradually easing off in quotations, especially when applied to trading centres. Both London and United States tin markets have continued to recede in a moderate way, but the low price levels have succeeded in arousing some interest among consumers, and prospects for sales in this metal are said to be better now than for some time past. The local quotation is unchanged at 35 cents.

LEAD—It is said that statistically, lead is practically the firmest metal in the markets. This is probably due to the fact that consumption, at present, is exceeding production, and as a consequence, the stocks on hand have been considerably lowered. This material reduction in available supplies has led to the expectation, in some quarters, that an advance in price may develop. Locally, however, the quotation on $6.75 is being maintained.

SPELTER—Producers of this metal are now said to be curtailing their output, and surplus stocks, instead of being augumented on the primary markets, as was the case up to quite recently are now beginning to diminish. An increase in inquiry and more interest in futures, is also reported, but this is attributed to the galvanizing trade. If a portion of solid business results from these conditions, a steady improvement in spelter may result, as galvanizers have been out of the market for months, and their return would indicate that supplies have now almost been consumed and stock replenishments are likely in order. $7.00 continues to be the chief local quotation.

ANTIMONY—The antimony market does not present any new features, and the general aspect also remains unchanged. Consumers still show very little interest in offerings, and the prices remain locally from 8 to 10 cents. No revision is reported from primary markets.

ALUMINUM—Sales of aluminum have been very light, but an occasional inquiry is reported to have been received. Quotations continue unchanged from previous levels.

LONDON MARKETS

LONDON, October 5—A substantial list of price revisions is quoted this week on many hardware lines. These adjustments in quotations cover bolts and nuts; files; wrought iron pipe; ice cream freezers; cut light glass; and the Joseph Rodgers line of cutlery. Higher prices are noted on wire nails; sweat pads, and also on double-diamond glass.

Business continues good, with an increasing demand now evident for Fall lines. These include stoves, and stove accessories; furnaces; nails, and roofings; ash sifters; window glass; building papers; lanterns; buck saws, and axes. Collections are reported in good shape.

WIRE NAIL BASE PRICE IS NOW HIGHER

London, Ont.

The recent lower prices on wire nails have not been maintained for any length of time. Higher quotations are now announced, the current base price being advanced 25 cents per keg thus bringing the prevailing quotation to $4.25. Cut nails remain at $4.95 base.

Revised discounts giving new lower prices are now announced on bolts and nuts. The extent of the decline averages approximately 10 per cent on bolts, and the lower level on nuts is $1.00 per 100 lbs. Following are the new lists:

BOLTS AND NUTS—

Carriage Bolts ($1.00 list) ⅜ in. dia. and smaller, Lens. 6″ and shorter	40%
Do. ⅜ in. dia. and smaller, longer lens	30%
Do., 7-16 in. dia. and larger	25%
Machine bolts, ⅜ in. dia. and smaller, Lens 4″ and shorter	50%
Do., ⅜ in. dia. and smaller, longer lens	40%
Do. 7-16 in. dia. and larger	40%

Sleigh Shoe Bolts	25%
Coach and lag screws	50%
Square head blank bolts	40%
Bolt ends	40%
Plow bolts Nos. 1, 2 and 3 head	35%
Do., all others .... 35% discount Plus	20%
Elevator bolts, large head	25%
Do., corrugated head	55%
Fancy head bolts	25%
Step and shaft bolts ($3.00 list)	25%
Whiffletree bolts	25%
Tire bolts	50%
Square nuts, blank Off net list $0.50 per 100 lbs.	
Square nuts, tapped	Net list
Hexagon nuts, blank	Net list
Hexagon nuts, tapped—Add to net list $0.50 per 100 lbs.	

TURPENTINE HOLDS AT HIGH PRICE LEVEL

London, Ont.

Quotations on turpentine are now holding at the recent higher level, with a fair volume of sales. There has been no further change announced, and prices remain as follows:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

NEW NET PRICE LIST ON WINDOW GLASS

London, Ont.

New prices are now in effect on window glass, the net price list having been generally adopted. This shows an advance in some sizes of double-diamond; while a correspondingly slight lowering is recorded on some sizes of single. Following is the new net list:

NET GLASS LIST—	Single	Double
Up to 25 in.	5 50	9 05
26 to 40 in.	6 90	11 40
41 to 50 in.	7 65	12 55
51 to 60 in.	7 75	13 05
61 to 70 in.	8 35	13 65
71 to 80 in.	8 80	14 40
81 to 84 in.	10 30	17 70
85 to 90 in.	10 85	18 55
91 to 94 in.	....	20 80
95 to 100 in.	....	22 60

REVISED DISCOUNTS ON CUT LIGHTS

London, Ont.

In conjunction with the new net glass list, revised lower prices are now in effect on cut lights window glass. The new discount is list less 75 per cent, compared with the previous quotation of 70 per cent.

REVISED LOWER PRICES ON WROUGHT PIPE

London, Ont.

A new pipe list has now been issued, thus superseding No. 52, of July 11. The revised table, No. 53 dates from Sept.-22, and shows a reduction of approximately 7½ to 10 per cent, in the prices on wrought iron piping. The new list is contained in the current market quotation pages.

LOWER PRICES ON ICE CREAM FREEZERS

London, Ont.

Ice cream freezers now have lower prices for next spring booking. The new range of quotations shows a fairly substantial reduction. Following are some of the revised figures:

ICE CREAM FREEZERS—	
Blizzard Line, 2 quart, each	3 60
Do. 3 quart, each	4 25
Do., 4 quart, each	5 25
Do., 6 quart, each	6 50
Do., 8 quart, each	8 70

PRICES REDUCED ON RODGERS CUTLERY

London, Ont.

A reduction of approximately 5 per cent has been announced on the Joseph Rodgers line of butcher knives, table cutlery and pocket knives. Following are the new net prices on some of the most popular lines:

BUTCHER KNIVES—	doz.
1707 x 5 in.	5 88
5½ in.	6 58
6 in.	7 28
6½ in.	7 80
7 in.	8 63
8 in.	10 08
9 in.	12 46
10 in.	14 42
12 in.	22 96
14 in.	35 00
STICKING KNIVES—	doz.
1707 x 6 in.	8 12
6½ in.	8 54
7 in.	9 38
SKINNING KNIVES—	doz.
1707 x 5 in.	6 16
5½ in.	6 86
6 in.	7 56
6½ in.	8 12
7 in.	9 24
FARRIER KNIVES—	doz.
3103 –	7 56
DESSERT KNIVES—	doz.
3749	8 54
3744	9 24
TABLE KNIVES—	doz.
3749	11 06
3744	11 76
PEN KNIVES—	doz.
17749 Buff.	13 27
17749 Stag.	13 27
17749 Ivory	13 27
17751 Pearl	27 45
POCKET KNIVES—	doz.
32352	6 18
32341 x 3	7 78
3¼	8 24
3½	9 15
3¾	10 52
32345 x 2¾	10 07
3	10 98
3¼	12 35
3½	13 72
3¾	15 10

GLOBE FILES AND RASPS HAVE NEW DISCOUNT

London, Ont.

A new lower price is now effective on Globe files. This change is made through revised discounts, the new quotation being list, less 65 per cent.

Globe horse rasps also have revised quotations, the new discount being list less 75 per cent.

SWEAT PADS NOW HAVE HIGHER QUOTATIONS

London, Ont.

Among the various price adjustments announced this week, are the higher quotations on sweat pads. The revised price on the Old Gold Red Edge, is $6.50 per dozen.

WINNIPEG MARKETS

WINNIPEG, October 5—Current price revisions on the hardware markets offer adjustments to both higher and lower levels. The advanced quotations are effective on manufactured cotton goods, such as sash cord; seine twines; cotton rope and clothes lines. This increase is attributed to the higher costs of the raw material.

Among the most noticeable price reductions are the lower lists on wrought iron pipe, and the concession on wire nails. Trimo pipe wrenches and also the Elgin line of wrenches are substantially lower in price, while a revision in the discounts on brass butts, complete an important week of price changes.

LOWER PRICES ON TRIMO PIPE WRENCHES

Winnipeg

Trimo pipe wrenches are now quoted at 40 per cent off the list, and Trimo wrench parts at 35 per cent off. The above discounts make a reduction of approximately 15 per cent.

SUBSTANTIAL REDUCTIONS ON ELGIN WRENCHES

Winnipeg

A substantial reduction is made this week on Elgin wrenches, and No. 7 are now quoted at $20.50 per dozen. Extra jaws $5.10 per doz. Thread attachments $20.50 per doz. Extra dies $10.25 per doz. Elgin wrench sets $9.00 each.

REDUCTION IN PRICES ON BRASS BUTTS

Winnipeg

Approximately a 7 per cent reduction is made this week on Brass Butts, and following are the new prices.

BRASS BUTTS—	advance
Narrow	20%
Middle	20%
Broad	20%
Desk	20%

REDUCE BASE PRICE ON WIRE NAILS

Winnipeg

A further reduction is made this week in the price of wire nails, and the base quotation is now revised to $4.75 at Fort William, and $5.40 at Winnipeg. Cut nails remain unchanged at $7.25 f. o. b. Winnipeg.

Nails have been moving steadily during the summer months and a slight improvement has been reported in the past few weeks.

INCREASED QUOTATIONS ON SASH CORD

Winnipeg

Owing to the recent strength of the cotton markets, and higher cost of raw material, prices have advanced on Sash Cord to the extent of 5 cents per pound. The revised prices are as follows:

SASH CORD—	per pound
In Hanks	
No. 6	0 60
No. 7	0 59
No. 8	0 58
No. 9	0 58
In Coils—	
No. 8	0 58
No. 10	0 58
No. 12	0 58

NEW LOWER LIST ON WROUGHT PIPE

Winnipeg

Another reduction has been made this week in the prices of wrought iron pipe, and the new list No. 53 which came in-

to effect September 22nd, is given below:

BLACK PIPE—
F.O.B.

Size ins.	WINNIPEG	CALGARY EDMONTON LETHBRIDGE and MEDICINE HAT add to Winnipeg price	SASKATOON add to Winnipeg price	REGINA add to Winnipeg price	BRANDON add to Winnipeg price
1/8	$ 6 25	$ 28	$ 20	$ 17	$ 11
1/4	4 96	47	34	30	19
3/8	5 10	62	45	40	26
1/2	6 56	94	67	59	38
3/4	7 90	1 25	90	79	51
1	11 27	1 85	1 34	1 17	75
1 1/4	15 25	2 51	1 80	1 57	1 00
1 1/2	18 25	3 01	2 15	1 88	1 21
2	24 55	4 04	2 88	2 52	1 62
2 1/2	38 80	6 40	4 60	4 02	2 68
3	50 80	8 38	6 03	5 28	3 39
3*	65 50	10 12	7 20	6 30	4 05
4	77 60	11 97	8 53	7 46	4 80
4*	88 85	13 91	10 04	8 75	5 62
5	103 60	16 30	11 60	10 15	6 52
6	134 40	21 10	15 00	13 14	8 44
7	197 25	26 14	18 62	16 28	10 46
8L	207 25	27 50	20 00	17 50	11 25
9	290 40	37 60	26 96	23 59	15 16
10L	269 60	35 20	25 60	22 40	14 4'

GALVANIZED PIPE—

Size ins.					
1/8	$ 8 50	$ 0 28	$ 0 20	$ 0 17	$ 0 11
1/4	7 48	47	34	30	19
3/8	7 63	62	45	40	26
1/2	8 50	94	67	59	38
3/4	10 10	1 25	90	79	51
1	14 53	1 85	1 34	1 17	75
1 1/4	19 67	2 51	1 80	1 57	00
1 1/2	23 50	3 01	2 15	1 88	1 21
2	31 65	4 04	2 88	2 52	1 62
2 1/2	50 00	6 40	4 60	4 02	2 68
3	65 45	8 36	6 03	5 28	3 39
3 1/2	83 20	10 12	7 20	6 30	4 05
4	98 20	11 97	8 53	7 48	4 80
4 1/2	113 20	13 91	10 04	8 75	5 62
5	132 00	16 30	11 60	10 15	6 52
6	171 25	21 10	15 00	13 14	8 44
7		26 14	18 62	16 28	10 45
8		27 50	20 00	17 50	11 22

HIGHER PRICES GIVEN ON SEINE TWINES

Winnipeg

Following the advance in prices of other cotton goods, seine twine is quoted at higher prices this week. With these new prices now given, it is stated that a further advance would not be surprising in the next week or so, as the cotton market has apparently not yet settled on a steady basis. Following are the revised quotations:

SEINE TWINE—	per lb.
No. 9	0 65
No. 12	0 65
Nos. 15 to 60	0 65
Nos. 72 to 120	0 65

SLIGHT ADVANCE IN COTTON ROPE PRICES

Winnipeg

A slight advance has been announced in the prices of cotton rope. This increase is attributed to the higher price of cotton on the raw material markets, and coincides with recent advances quoted on other lines of manufactured goods.

Following are the revised prices:

3-16 inch	51c per lb.
1-4 inch and up	49c per lb.

COTTON CLOTHES LINES ALSO QUOTED HIGHER

Winnipeg

As other cotton goods have been advanced due to the increased cost of raw material, the prices of cotton clothes lines have been automatically increased. The following prices are now quoted:

48 ft.	$3 46 per doz.
60 ft.	4 32 per doz.

QUOTATIONS HOLD ON LINSEED OIL

Winnipeg

The new reduced prices on linseed oil quoted two weeks ago, are still maintained. The present quotations are: Raw $1.10 per gal; and boiled $1.13 per gal. in barrel lots.

TURPENTINE PRICE REMAINS UNCHANGED

Winnipeg

There has been no revision on turpentine prices this week.

The prevailing level of $1.20 per gal. in barrel lots is still generally maintained.

PITTSBURGH MARKETS

PITTSBURGH, October 6.—The great decline in steel prices having very nearly ended last July, while in the past three or four weeks wire products and sheets have definitely advanced, the three "heavy rolled products," bars, shapes and plates, are now the center of interest in the matter of prices. The demand for these products, in proportion to the productive capacity has been much smaller than the demand for lighter products, including wire products, sheets, tubular goods and tin plate, otherwise they would have experienced little difficulty in striking a low point in price and then rebounding. A demand would help both movements. A decline would be facilitated, for when there is open competition it is through large inquiry, not by miscellaneous carload buying however extensive, that prices are pushed down, while when mills become reasonably well filled up prices rebound with no effort.

For a couple of weeks past it has been evident that some of the producers, including the Steel Corporation, have been making a particular effort to round up tonnage in bars, shapes and plates in the hope of so strengthening their position that they could put up prices. It looks now as if the movement will be a success in the very near future. Repeatedly in the past few months the Steel Corporation has officially stated that it is meeting competition, and thus it cannot have formal prices, rigidly adhered to. For it to do that would be simply to "hold the bag" for independents. A peculiar announcement was made as to the Steel Corporation on September 26, to the effect that its prices were 1.65c on bars and $1.75c on shapes and plates. The peculiarity was that it was not plain whether such prices meant an advance or a reduction. There had been no formal statement as to prices since the corporation announced 1.75c on bars and 1.85c on shapes and plates. From this viewpoint the new prices would be a reduction of $2 a ton. From prices the corporation and others had actually made on sales, 1.60c and occasionally less, the newly announced prices would be an advance. At the moment the condition seems to be that the majority of sellers, including the Steel Corporation, are making a strenuous effort to book orders with the intention of firming up as soon as possible to 1.65c for bars and $1.75 for shapes and plates as absolute minimum. In most cases orders only are accepted, with specifications attached, though the seller is willing to distribute deliveries, not requiring the buyer to take deliveries, as fast as the mill could make shipment. While the fact is not admitted, it is possible that some of the independents would take business without the entire tonnage being actually specified at the time.

As a result, while the sheet market is naturally quiet now with the higher prices ruling the sheet industry is operating at about 75 per cent of capacity, its best rate for nearly a year, and the best rate shown for any finishing branch of the steel industry. The various wire mills, also aided by a recent advance which had brought in tonnage at the old prices, are running at 50 to 75 per cent. The pipe mills in most cases are running at 40 to 50 per cent. Tin plate mills are running at 50 to 60 per cent, or at fully double the rate of last July, when there were large stocks of tin plate at mills, also large stocks of various goods packed in tin plate containers.

With percentage rates like these obtaining it is nevertheless the case that steel ingot production is running at only 33 to 35 per cent of capacity. The rate of steel production is held down by the low production of bars, shapes, plates and rails, which count much more from the mere tonnage standpoint than do the lighter lines.

Expectations are that steel production will continue to increase during the next few weeks. Much ground has really been covered already, since ingot production dropped just under 20 per cent at the middle of July, and an increase to 33 per cent is good enough for a trifle over two months. By the end of November the rate should be between 40 and 50 per cent. Unless there are unexpected developments in railroad buying and buying for large construction jobs generally the rate will hardly go above 50 per cent this year, and a little backset in December and January, which are usually dull months in the steel market is to be expected. Then, by early spring, a general and important further revival in steel demand and mill operations is confidently expected.

NEW FIRMS

Long Branch, Ont.—Chas McFarland has commenecd a retail hardware business here, with store located on the Toronto-Hamilton Highway.

"Save The Surface" Pointers For the Fall Paint Campaign

TIMELY openings for selling paints and varnishes are perhaps more numerous during the fall period than at any other time during the year, because the opportunities for engaging in painting activity are more presentable and suitable to the customer and the individual. The retail merchant will, upon suitable investigation, locate an extensive range of ideas and selling arguments which can be offered in a very favorable light during the fall months, because such talking points are applied to suit the peculiar needs of those seasonable endeavors. Following are a few suggestions which retail hardware merchants throughout the country should be able to use as aids in furthering their own local "paint & varnish" campaigns, thus largely increasing the turnover in the "Save the Surface" department and making it one of the most profitable sources of income in the business.

Featuring Price Reductions To Boost Paint Sales

ONE of the strongest selling points now placed directly into the hands of merchants, is the recent downward revision that has been made by the paint manufacturers in prices on these various products. The 50 cent per gallon decline on ready-mixed house paints is a persuasive weapon of incalculable value, especially in these days of severe price competition. No more timely reduction could possibly have occurred from the retail merchant's standpoint than this substantial lowering of quotations on the eve of a national selling campaign. The fact that flat wall colors will now cost less, opens up a wide vision of future sales for these lines. And now that floor enamels are also reduced in price, the dealer is enabled to enter into fall "paint and varnish" activity with a powerful lever for featuring the advantages of "Save the Surface."

Farmers Financial Standing Helps Fall Selling

MERCHANTS in rural towns and those whose chief business scope lies among communities where farming activities form the principal occupation, should now be prepared to take full advantage of the fact that the farmers are usually much better off financially during the fall, than at any other season of the year. If the "sons of the soil" have not the actual cash at their immediate disposal, they usually have the equivalent in the shape of stored stocks in the granaries, and as a consequence their credit is good. The average crop report for 1921 has been fairly satisfactory, and as a result, the purchasing power of the agricultural element in our communities has again been largely restored.

Agriculturists Have More Time For Painting

ANOTHER factor leading towards increased paint business is contained in the natural selection of the Fall as the farmers' leisure season. With crops harvested, and the grains either sold or stored, the bulk of farm labor is much easier from then on until the following season. This leaves the farmers, both individually and as a class, with more time at their disposal for Fall painting. While many farmers devote this season of the year to fall plowing, yet the preservation of property and the rejuvenation of the home, both interior and exterior, are of great importance. The months of September, October, and, where and when the weather permits, November, can be looked upon by the farmer as golden opportunities for painting and decorating, whereas, in the spring, there is not only plowing to be done, but also cultivating, seeding, etc.

Visible Returns When Money Is Spent In Paint

THE leisure time of the farmer during the Fall can be commercialized by the progressive salesman in paints and varnishes from still another viewpoint. Extensive journeys to the cities, visits to distant relatives, and much travelling of varied description and with different objectives, is frequently indulged in by the farming class during the last quarter of the year. Rural people, spending their money in this way, often spend far more than would pay for the cost of painting the entire farm property. Moreover, whereas there is a big outlay and no visible returns when money is spent in transportation rates, a smaller outlay in the local hardware store will give commesurate interest and show manifold results in preserving value and in enhancing appearance.

"Moving" Presents Many Chances To Sell Paint

WHILE sales openings of this nature are not so numerous in the hardware stores of the larger cities, yet the universal problem of "moving" presents suitable sales openings to all retail merchants with paints, varnishes, brushes and paint sundries on their shelves. It is generally admitted that there is approximately just as much furniture moving and home changing taking place during the Fall, as in the Spring; and wherever the average family or person change their abode, the inherent consequent desire for homelike surroundings creates the need for some progressive hardware dealer to sell them floor finishes, stains, varnishes or wall colors. Brushes are also a vital consideration in connection with selling paint,

Continued on page 54

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST

Floor Wax — Floor Oil

For Fall Housecleaning, your customers want Hillcrest Floor Wax and Floor Oil. A timely display, about now, will bring quick results for you in this line. Point out to customers that Hillcrest Floor Wax puts a beautiful finish on woodwork of many kinds besides floors. Many a woman doesn't know how much Hillcrest Floor Wax will improve the kitchen cabinet. Ask the Hillcrest Salesman.

We also Manufacture

Hillcrest Colors in Oil, Hillcrest Colors in Distemper Hillcrest Colors in Japan, Hillcrest Porcelain White Enamel, Hillcrest Ebony Black, Spanish Enamel, Hillcrest Bath Enamel, Hillcrest Motor Car Enamel, Hillcrest Paste Filler, Hillcrest Crack Filler, Pearcy's Pure Prepared Paints, Hillcrest Barn Red Paint, Hillcrest Outside Gloss White, Hillcrest Inside Flat White, Hillcrest Aluminum Paint, Hillcrest Carriage Paint, Hillcrest California Gold Paint, Hillcrest Graphite, Machine Paint Liquid, Hillcrest Orange Shellac, Hillcrest White Shellac, Hillcrest Oil Stain, Hillcrest Varnish Stain, Hillcrest Shingle Stain, Cottage Shingle Stain, Hillcrest Varnishes—all kinds, Hillcrest Pure Lead, Hillcrest Bronzing Liquid.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

Watch For Our Semi-Monthly Bulletin Next Saturday

and many sundries such as putty, linseed oil, turpentine and kalsomine, contain the attributes of decoration and beautification aspired to in the home.

More Economical To Paint Than Buy New

MERCHANTS who make a point of keeping a mental tabulation upon the movements of residents in their vicinity or business district, will locate many prospects for Fall paint sales through such methods. This particularly applies to families who return from vacations, beach resorts or summer camps. The various discrepancies of their winter dwellings are then more prominent, and while the fallacy of the saying "it's cheaper to move than pay rent" has been exposed by experience, yet the truth of the assertion that " it is cheaper to paint than buy new" has many times been proven. If a home has been vacant during the summer, or whether the domicile had been rented to tenants for these few months, in either case the interior is undoubtedly neglected, and the need for decoration has arisen. The merchant who advances with a live campaign for fall painting, thus steps into the breach and fills the want created by circumstances.

Make Home Presentable For Winter Evenings

MANY housewives spend a large amount of time and effort at this period of the year in making the home as presentable as possible for the coming winter months. The longer evenings now show up the worn surfaces of floors and walls, and spots that need retouching with paint and varnish are fast becoming more noticeable. Deep in the heart of the average housewife, there exists a keen desire to have the home in first-class condition, so that the many winter visitors, afternoon teas, evening parties, and so on, might be suitably housed. The natural pride in clean and attractive-looking homes is not alone confined to womanly instincts, and the senior member of the family can frequently be sold on fall painting activity through his liking for the best in home-life that his circumstances will afford.

"Home, Sweet Home" Fully Realized Through Paint

INSIDE and out, from basement to attic, the poorest looking cottage, humblest dwelling or oldest building can be rejuvenated and given new life through the aid of paint and paint products when frequently and properly applied. The exterior can be made to look spick and span, while the interior will again appear cosy and comfortable when refreshing paint is allowed to perform its natural function of "saving the surface." The purifying colors of high-grade modern paints, preserve as well as rejuvenate, and "home, sweet home" is only realized to its fullest extent when the highest available effort has been made towards perfecting that individual dwelling, however large or small it may be. The retail hardware business man who senses these pyschological aspects, will ultimately reap rich dividends in increased business, gain good-will, self-respect, better prominence in social standing, and a steady and more insistent hum to the musical ring of the cash register.

Diminishing Outdoor Recreation Gives Time For Painting

THE diminishing proportion of outdoor summer activities, both in commercial life, and also in the realms of sport, afford a lively chance to "paint and varnish" during the fall. Much of this painting activity can be accomplished by younger members of the family. The lad in his teens is often weary of the long and tedious athletic season and the youthful enthusiasm can easily be switched to house painting, either inside or out. The lad thus engaged will be proving far more useful to both himself and his family, than if confining his sole ambition to athletics. There is usually a similar diminishing of other outdoor recreations which affect the leisure time of the more elderly male, and both the merchant and the customer can "cash in" on putting this spare tme to advantage. With the plowing matches disposed of for another season, the golf championships once again settled, and the lawn bowling club titles in safe keeping until next year, no more suitable method of bridging the interval between summer and winter recreations can be found than in stimulating the Fall painting idea.

Protect From Winter Weather By "Coats" of Paint

ONE of the primary reasons why painting is preferable during the fall months, is found in the meaning of "Save-the-Surface." Protection and preservation of houses, barns, and buildings of any description can be skilfully promoted through encouraging the application of these various liquid colors. Even as humans protect themselves during the cold weather by heavier clothing or more personal coverings suitable to the season, so the surfaces of buildings—whether they be homes or commercial structures—can be given extra "coats" to guard against the destructive elements usually experienced during the winter months. The damage often done by winter storms to appearance of property, can be reduced to a minimum when the surfaces are adequately protected; while the ravages of ice, snow and sleet, can not only be overcome but may be circumvented through the scientific application of the right kind of paint covering.

Most Favorable Paint Weather Experienced During Fall

HAVING convinced the prospective purchaser of colors and varnishes that painting should be done as a means of 'Saving the Surface", the next step is to "sell" the prospect on the idea as to why this work should be done during the fall. The more favorable weather conditions existing, enjoyed or experienced during that period is a most potent consideration. The temperature is much more even during these months than at any other time, and therefore it can truly be said that from the painters' viewpoint the atmospheric conditions are then ideal. There is less rain, and as a consequence less moisture in the air, than during the springtime, which also means quicker drying on a more even surface. The outside work done during this season is not subjected to the spasmodic bursts of strong sunshine as in the earlier months of the year, and the irritable results of "blistering" are consequently not apparent.

No Dust Laden Winds To Spoil Drying Surfaces

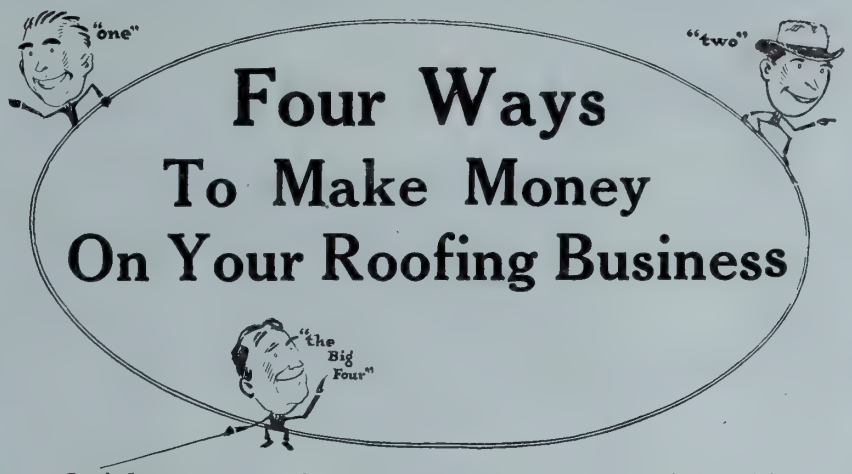
WHAT more disappointing picture can be conceived than the housewife who has spent much labor and time in beautifying the home, finding the results marred through the dust-laden winds of March and April alighting on the surface before it is thoroughly dry? Or what could dampen the ardour and enthusiasm of the householder and farmer to a greater degree, than to have to repeatedly "retouch" his work because of similar blemishes appearing on the wet surfaces. These things are minimized during the fall months and the fact that gnats, bugs, flies and such insects are numerically smaller and weaker at this season, will appeal strongly to those who have experienced these annoyances. Perfect results in painting endeavour, especially by the "novice", will bring satisfaction to the customer, and reward to the merchant through "repeat" sales.

Keep Hubby at Home By Making Interior Attractive

TO back up various other reasons why the interior of the home should be given special "coats", as well as the outside, an appeal to the housewife will be a valuable aid. What loving wife, under normal circumstances, does not want to keep her husband at home during the long winter evenings? The appeal of the fireside loses more than half its charm if the surroundings are dingy and out of harmony. And what tender-hearted Mother, does not yearn to keep her youthful boys and girls away from questionable pleasure jaunts? By taking a pride in the appearance of the home, the family appeal will be materially strengthened, because its appearances are equal or even better than other places. If these results can be accomplished by making "paint and varnish" the allies of the wife and mother, who would not be willing to give the Fall painting idea an open trial from this purpose alone? "How to promote happiness in the home through the aid of paint", is an appeal which can be described vividly by illustration, literature and demonstration.

Everlastic
"Rubber" Roofing

This is one of our most popular roofings. A recognized standard among "rubber" roofings. Famous for durability. Made of high-grade waterproofing materials, it defies wind and weather and insures dry, comfortable buildings under all weather conditions. Tough, pliable, durable and low in price. It is easy to lay, no skilled labor required. Nails and cement in each roll.



Four Ways To Make Money On Your Roofing Business

Quick turnover is the surest way to profits. You can't afford to tie up your money in stock and then "store" it or take a chance on an unknown quantity when you can buy roofings that are widely and favorably known—roofings that sell themselves.

All types of Barrett Everlastic Roofings are self-sellers. Over half a century of roofing experience vouches for their quality. Advertising throughout the Dominion argues their superiority to every roof purchaser. Satisfied customers become enthusiastic boosters. And every dollar you invest makes additional dollars for you.

Barrett Everlastic Roofings **move**—to the tune of profits.

Everlastic Slate Surfaced Roofing

A high-grade roll roofing surfaced with genuine crushed slate, in two natural shades, red or green. Needs no painting. Handsome enough for a home, economical enough for a barn or garage. Combines real protection against fire with beauty. Nails and cement with each roll.

The Barrett Company
LIMITED

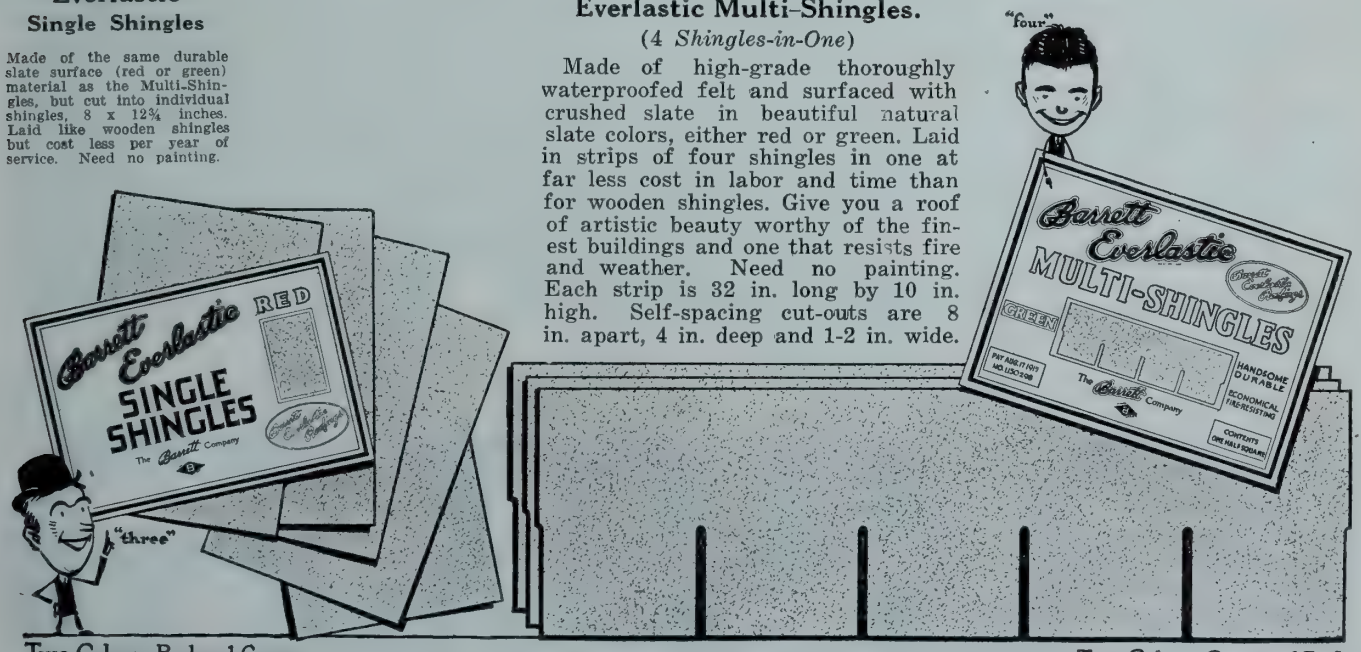
MONTREAL TORONTO WINNIPEG
VANCOUVER HALIFAX, N. S. ST. JOHN, N. B.

Everlastic
Single Shingles

Made of the same durable slate surface (red or green) material as the Multi-Shingles, but cut into individual shingles, 8 x 12¾ inches. Laid like wooden shingles but cost less per year of service. Need no painting.

Everlastic Multi-Shingles.
(*4 Shingles-in-One*)

Made of high-grade thoroughly waterproofed felt and surfaced with crushed slate in beautiful natural slate colors, either red or green. Laid in strips of four shingles in one at far less cost in labor and time than for wooden shingles. Give you a roof of artistic beauty worthy of the finest buildings and one that resists fire and weather. Need no painting. Each strip is 32 in. long by 10 in. high. Self-spacing cut-outs are 8 in. apart, 4 in. deep and 1-2 in. wide.



Two Colors~Red and Green

Two Colors~Green and Red

Weekly Paint Markets

MONTREAL

MONTREAL, October 5—According to information given this week, the paint markets are now in a fairly healthy condition; this, notwithstanding a slight weakening in the turpentine market and the present uncertainty of linseed oil. Taking the industry as a whole, the undertone of the market is quite satisfactory for this season of the year; many raw materials for the manufacture of paint, varnishes and specialties have firmed up in the past few weeks. Coupled with this is the receipt of an encouraging amount of Fall business, and with every appearance of activity during the winter months for next year's requirements. Early bookings for these supplies are in most cases in excess of those of last year.

Turpentine did not hold the gains of recent weeks, but is this week quoted 5 cents per gallon lower. This is not surprising for, as pointed out in our last issue, the health of the rapid rise in the three weeks previous was questionable. Linseed oil is locally unchanged in price, the market remaining very uncertain although somewhat weaker owing to the recent reports of crop conditions. Shellac quotations are advanced from 55 to 60 cents per gallon in barrels and one gallon jugs, this increase in price furnishing the featured change in quotations this week. The undertone of the shellac market has been decidedly firm for some weeks past and previous gains in prices have been made in outside markets. White lead in oil and putty are practically unchanged, both selling seasonably well at present. Window glass and plate glass prices are remaining unchanged, window glass selling at net list and plate at 60 off list prices. A further price concession however, is offered on window glass, in the nature of an additional discount, for quantity buying.

LINSEED OIL EASIER: NO PRICE CHANGES

Montreal.

Although the undertone of the linseed oil market is a little easier, current quotations locally remain unchanged. The general price of raw oil, in one barrel lots, is 85 cents, but the higher price of 90 cents is held forth in some quarters. Continued fluctuations seem to furnish the feature in the oil market and the present easier tone is thought, by some in authority, to be only a temporary condition. Encouraging in this direction is the recent improvement in demand from large contracts now being placed. This will lend great assistance to the market, and offset any tendency toward a marked slump through the report of greater quantities of seed for future than were at first anticipated.

From present indications there is every likelihood of some shortage of seed, notwithstanding the Argentine crop now looks more promising. The American and Canadian crops will not meet demands, and the latest Canadian estimate is placed at 5,590,000 bushels, a shortage of nearly a half-million bushels. This will mean an extra call on the Argentine. Local quotations at present are:

LINSEED OIL—

	Raw.	Boiled
1 to 2 barrel lots, per gal.	0 85	0 87
3 to 4 barrel lots, per gal.	0 83	0 85

Less barrels, add 10 cents per gallon.

TURPENTINE PRICE DROPS 5 CENTS

Montreal.

The recent strength and price advance in the turpentine market did not hold, and this week a price recession of 5 cents is reported, bringing present quotations locally down to $1.07 in one barrel lots. To many, this is not surprising as the health of the rapid rise of the previous three weeks was questionable. According to one large importer, a further easing may still follow in the next week or so, but it is expected to be of a slight nature and the market will then be in a favorable position in regard to price. With present Southern conditions, a local quotation around $1.00 would still leave the market in a satisfactory state. The demand is seasonably fair, and an improvement rather than a slump is looked for as the season advances. Present quotations are the following:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 07
2 to 4 barrel lots	1 05
Broken lots	1 17

WHITE LEAD BECOMES FIRMER

Montreal.

Fall buying in white lead is now very satisfactory. The orders coming to hand are still of a small nature, but this is expected as outside dealers will only purchase for their requirements this season, leaving next Spring's business to take care of itself at a later date. The revision in prices last month has undoubtedly offered a stimulus to buying. The trade were looking forward to lower prices, and when these were realized it offered a great selling point for the dealer customer. A steady market is looked for now throughout the following months, the market for raw materials in the manufacture of white lead is stiffening and every indication is to a firmer market than formerly, with the new lower prices. Present quotations locally are $12 in five ton lots, $12.75 in one ton lots and $13.10 in less quantities.

ACTIVE DEMAND FOR PUTTY

Montreal.

The Fall movement of putty becomes more active each week, and as the season advances sales increase both in number and volume. There is practically no change in the market since the recent revision in quotations, and following are the new prices:

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk barrels, 800 lbs.	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
1-lb. tins	8 75	9 25	9 50

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices

SHELLAC PRICES ARE ADVANCED

Montreal.

Quotations on shellac, both white and orange, are advanced from 55 to 60 cents per gallon this week. Orange shellac in one gallon jugs will now sell for $4.15 per gallon, white at $4.65. There has been a firmer tendency in the shellac market for some weeks past, therefore these higher prices do not come as a surprise. Advances have been previously made in outside markets, and the local market has held off very well without a change in prices to higher levels before this. Shellac sales are fair although a great amount of activity is not looked for at this period of the year. Following are the new prices:

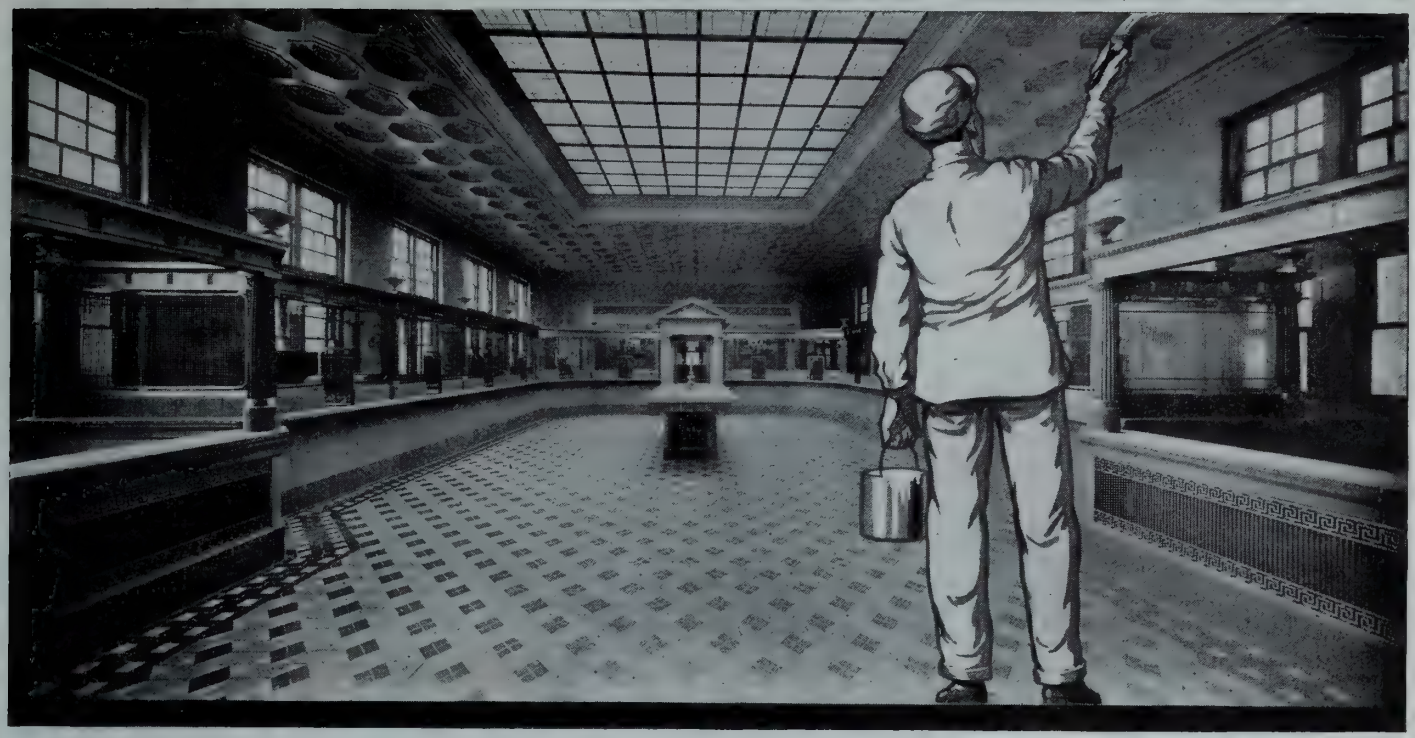
SHELLAC—

Orange shellac, in barrels	$4 15
Do., in one gal. jugs	4 50
White, in barrels, or 5 gal. jugs	4 65
Do. in one gal. jugs	5 00

UNCERTAIN OUTLOOK FOR WINDOW GLASS

Montreal.

The current market for window glass continues to improve, and orders for Fall requirements are now coming to hand. These orders are not as large as in past seasons, and dealers are still holding off in their large purchases. There is again some little discord amongst the different supply houses relative to prices. The Montreal net list



Enduring as Well as Attractive

"Save the surface and you save all" Paint & Varnish

Glidden finishes possess all the qualities necessary to a satisfactory result—they *look well* and *wear well.*

This ability of "making good on the job" is attracting thousands of friends to the Glidden line every year. The name Glidden has become known as representing the highest type of paint and varnish materials. It's this reputation, in every part of the Dominion, that is creating profitable business for dealers everywhere.

You can get your full share of this business with little effort. If you're really in earnest about the paint question we have a proposition that will interest you. Write us for particulars.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario

Branches at Montreal and Winnipeg

is most general, but some jobbing houses are offering an additional 5 per cent., and even 10 per cent., for quantities. With the busy season now approaching a settlement in prices was hoped for, but whether this will materialize, or whether the market will again become unsettled, remains to be seen. Stocks are now in good shape to take care of the increased business usual in the following months.

TORONTO

TORONTO, October 6—Price changes to a lower level in both the turpentine and linseed oil markets, occupy the feature attraction in paint circles this week.

Turpentine quotations have registered a drop of 5 cents per gallon, attributable to a lack of demand, and the slight easing in the strength of turpentine markets. The reasons behind the recent skyward movement of quotations on the primary markets were not immediately apparent, and consumers showed no inclination to buy heavily at the higher values. The bulk of current purchases at southern producing centres cover the actual trade needs, and buying of this nature continues from week to week irrespective of the range in primary market quotations. However, the majority of consumers are reported as carrying very little supplies on hand, and consequently the fluctuations apparent on the Savannah markets are more sharply reflected in local prices.

The concession in linseed oil prices is attributable to the easier prices on flax seed, while current trade in linseed oil has not improved to any noticeable extent. The fact that seed prices are again lower, has discouraged buying, and the prevailing demand for oil is described as conservative in character, with small orders general. A 2 cents per gallon reduction in prices on both raw and boiled oil has developed.

HIGH TURPENTINE PRICES FAIL TO HOLD

Toronto

A five-cent per gallon decrease has been announced in the current quotations on turpentine. This decline brings the new price level to $1.10 per Imperial gallon in 1 barrel lots, and conforms to the trend of this market as outlined in a previous issue of Hardware & Metal.

The attitude of consumers was questionable of the healthy state of the recent skyward move of prices on southern primary centres, and very few orders were filled at the higher quotations. The strength of turpentine markets consequently eased a little during the week, and the lack of demand contributed to the lower price given. The new quotations follow:

TURPENTINE—

1 barrel lots, per Imp. gal.	1 10
2 to 4 barrel lots, per Imp. gal	1 09
5 gallon lots, per Imp. gal	1 25

LINSEED OIL PRICES LOWERED TWO CENTS

Toronto.

Following the recent fluctuations in the prices of flax seed, linseed oil quotations have been lowered two cents per gallon this week. This change brings the prevailing price on oil to 90 cents per gallon for raw, and 93 cents for boiled, in 1 to 2 barrel lots. The current demand for linseed oil has also assumed a dull tone, and the easier prices have consequently developed on the local markets. Following are the new quotations:

LINSEED OIL—

1 to 2 barrel lots, per gal.	0 90	0 93
3 to 5 barrel lots, per gal.	0 89	0 92
6 to 9 barrel lots, per gal.	0 87	0 90

Less barrels, add 15 cents per gallon.

FIRMER TONE EVIDENT IN SHELLAC MARKETS

Toronto.

Current quotations on shellac have attained a firmer tone, and the shellac market generally has recently shown signs of a gain in strength. This is mainly attributed to the firming up of prices on the primary shellac gum markets, but whether the higher level on gum will be maintained for any length of time is questioned by well-informed dealers in the paint industry. Locally, the prices given on shellac are now more general than was hitherto noted, and the average quotations are given on the current market pages.

ACTIVITY IN PAINT CIRCLES

Toronto.

Sales of paint, varnishes and specialties, are now quite satisfactory for the fall trade, and paint producers are convinced that a good amount of business will be forthcoming during autumn and early winter months. While the new lower prices are not thought entirely responsible for the activity, they offer an important factor. Much outside painting remains to be done which will help the sale of both white-lead-in-oil and ready mixed paints.

While shipments are not at present being forwarded, booked orders for next season's requirements are now being received. These are also very satisfactory and in many cases for greater quantities than last year. Between the two, present and future deliveries, paint houses have again put on an appearance of activity.

OUTDOOR PAINTING BOOSTS DEMAND FOR WHITE LEAD

Toronto.

Current demands for white lead in oil have recently recorded some increase. This tendency is expected to be more pronounced during the next weeks, as painting looked for during the Fall period, a marked degree of activity should be reflected in white lead. The price reductions, materially assist in this stimulation. Following are the prevailing quotations on white lead in oil:

WHITE LEAD IN OIL—

	5-ton-lots.	1-ton lots.	Less quantities
Per 100 lbs.	$12 70	$13 20	$13 55

EXPECT FAIR SEASON IN WINDOW GLASS

Toronto.

With the new net glass list now generally in effect, preparations for the anticipated Fall season in window glass are now well away. In some quarters a slight increase in the current movement has already been noted, and in this connection, some distributors have stated that stocks on hand throughout the country are irregular, being light in most sections, with moderate supplies in others. However, with a normal demand for window glass, manufacturers and distributors look for a fair season. The increase in the volume of Fall building activity, is a contributory feature. Any shortage in specific sizes of double- diamond, are expected to be replenished prior to the general Fall demand, by shipments now in process of arriving. The net glass list is contained on the current quotation pages.

PUTTY MOVEMENT IMPROVES

Toronto.

The expected acceleration in the current movement of putty has now been slightly evident. The recent easier price levels are expected to share more or less prominently in stimulating this activity. The increase in the volume of Fall building, coupled with the gradual improvement in window glass sales, are contributory factors. Following are the recently revised putty quotations:

PUTTY—

Standard, per 100 lbs.	5-ton-lots	1-ton lots.	Less
Bulk bbls	$ 4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities . ..	6 95	7 45	7 70

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities

CANADA'S TRADE WITH U. S. IN PAINTS, VARNISH, ETC.

Paints to the value of $4,095 were imported into the United States from Canada during the month of July, 1921. U. S. exports of colors, oil etc., during the month were as follows: Dry colors, carbon, bone, lamp-black, $17,008; all other colors $20,782. Red lead 19,279 lb. valued at $1,651. White lead 20,059 lb. valued at $1,520; Linseed oil 736 gallons valued at $564

Exports from the U S. to Canada of ready mixed paints, varnish, zinc oxide, etc., were as follows: Ready mixed paints 4,285 gallons valued at $6,654; Varnish 2,095 gallons valued at $6,569; Zinc oxide, 360,470 lbs valued at $29,-902; All other paints etc., valued at $50,583.

The City Council of Montreal intend installing new boilers in their pumping station on Craig St. It is expected that these boilers will cost around $15,-000. Bids will also be called shortly for four new pumps for the Rielle St. pumping station, and the latter will also cost about $15,000.

A *Selling* Price —

Recent reductions in the price of Imperial Polarine Motor Oils are all in favor of the dealer. Buying has been greatly stimulated. Turnover has increased and profits have mounted correspondingly.

Despite price reductions the quality of Imperial Polarine Motor Oils remains the same. Your margin of profit is even greater than before when you figure it from the stand-point of turnover.

You can meet any competition with Imperial Polarine Motor Oils. Imported oils, no matter how much they cost will not give more lubrication than this Canadian product made by Canadian workmen in five great Canadian Refineries.

Start pushing Imperial Polarine Motor Oils harder than ever and "cash in" on this profitable line. Details regarding the attractive Imperial Polarine dealer agreement will be furnished you by the Imperial Oil Salesman. Write to 56 Church Street, Toronto.

IMPERIAL OIL LIMITED

Canadian Company **Canadian Capital**

Canadian Workmen

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$28 50	.....	.....
25 Long	33 00	.....	.....
32 Short	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2	$0 50	Group 3	$1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 45 per cent. off list.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do., bar bits, add 7½ per cent.

Beaver, 22½ per cent.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers, add 5%.
Irwin auger bits, list plus 5%.
Irwin car bits, discount 5% off.
F.O.B. Toronto, Montreal, London and Hamilton

BABBIT

Prices on babbit fluctuate with the etal markets and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.
Extra quality, 15|10 per cent.
Standard quality, 15|10|10 per cent.
Side Lace Leather, lb., $1.60.
Cut Lace Leather, lb., $1.85.
F. O. B. Montreal.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$2 70
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	7 15
Neptune	6 50
Newmarket King	7 15
Pony	2 70
Royal Globe (zinc)	5 85
Solid Black Globe (zinc)	6 60
Standard Globe	6 00
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.

BOILERS (Range)

	each
30-gal., standard	$8 75
30-gal., extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list. and smaller, 6 in. and shorter,
Carriage Bolts ($1 list), ⅜ in. dia.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 20%.
Carriage Bolts ($1 list). 7-16 in. dia, and larger, 20 %.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 45%.
Machine bolts, ⅜ in. diameter and smaller, longer lengths, 30%.
Machine bolts, 7-16 inch dia. and larger, 35 per cent.
Sleigh shoe bolts, all sizes, 20%.
Coach and lag screws, 40%.
Bolt ends, 35 per cent.
Square head blank bolts, 35%.
Plow bolts, 1, 2, 3 head, 25%.
Elevator bolts, corrugated heads
Elevator bolts, large head, 20%. 50 per cent.
Fancy head bolts, 20 per cent.
Shaft bolts, ($3 list), 20 per cent. per cent.
Whiffletree bolts, 20 per cent.
Tire bolts, 50 per cent.
Stove bolts, 67½%.
Nuts, 2 in. and smaller, square, Tapped, add to list, $1.50.
Nuts, 2 in., and smaller, square, Terms—Cash in 30 days from

BRASS

	Base
Sheets, base, Montreal	0 25
Do., Toronto	0 23
Rods, base ½ to 1 in., round,	
Do., Toronto	0 26
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 32

BORAX

Lump crystal borax, lb., 10c.
F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots— Toronto.	
Per barrel	$4 00
Less car lots—	
Per bbl., f o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36: No. 2, $42; No. 3, $58.
F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12: No. 2, $13; No. 3, $14; No. 4, $16: No. 5, $19.
List prices power churns—No. 0, $11; No. 1, $11: No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 10 per cent. f. o. b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

COBBLER SETS

Common, per set ... $1 14

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COIL CHAIN

	Fireweld Proof	B.B B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B. B.
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 5[illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, 32½%; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$2 00
No. 121	2 20
No. 127	2 90

CATTLE—

98	$2 60
100	3 70

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 30
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 37	0 38
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 43
Tubing, lb.	0 34	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.c.b. Toronto and Hamilton.
3 lbs., 47c; 4 to 8 lbs., 45c. F.o.b Montreal ... 0 23

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8 75; London, $8 50.

DAMPERS—

	Doz.
Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

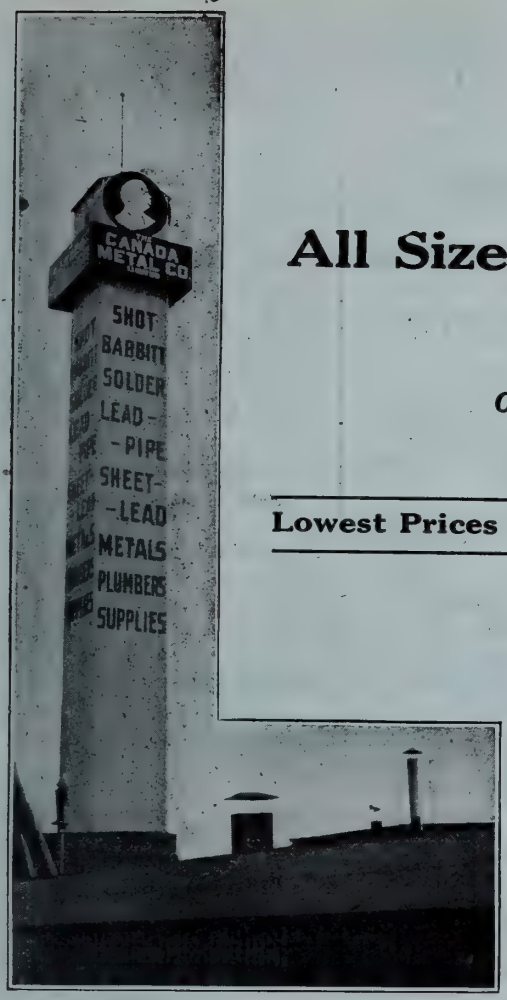
Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c; 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.



SHOT

All Sizes **25 lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

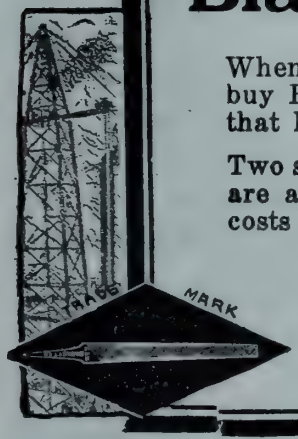
ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

GERMANTOWN LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

When Writing to Advertisers Kindly Mention This Paper

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot, Arcade	65%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60/5%
Globe	65%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
...n fittings	20%	25%
Malleable bushings	30%	28%
bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS— Blk. Galv.

Class—	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
	0 55	0 68
B	0 23	0 33
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES— Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS Per Doz.
Dodson $4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

Discount, 10 per cent.

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

	Per Doz.
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING
Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater $12 00
Heatray Heater 14 00
Discount 22%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ... .. Doz. sets.
Clark's No. 1. .... $2 22

HINGES, SPRING
No. 200 and No. 20, per doz. $ 2 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant,	8 00	...
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corugated, ½ in., 100 ft... $16 00
Do., ⅝ in., 100 ft. 18 00
Do., ¾ in., 100 ft. 21 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 21 per lb.
48 x 96 .... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	2 12
Potts, nckel plated, per set	1 95
Potts handles, japd., grs.	20 75
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd	$12 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 00 doz.
Cold Blast genuine rubq.	5 40 doz.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00

F.o.b. Montreal, Toronto, Hamilton.

	List each
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$11 50
Pick, doz.	11 50

F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net

Liquid Veneer		$20 00
O-Cedar, less handle		14 00
Do. with handle		16 00
S. W. Mops, complete		4 75
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 25
Crank wringing	7 00	9 00
Smarts',		4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.25 base.
Owen Sound or Collingwood, $4.25 base.
F.o.b., Montreal, $4.00 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.
Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

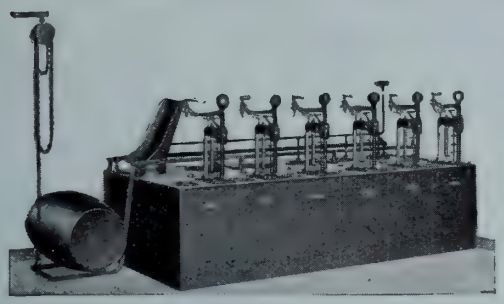
Eliminate Waste in Handling Paint Oils

Too much waste is incurred when paint oils are handled in the old fashioned way. Install Bowser Equipment and you will eliminate leakage, gumming and spillage in transfer—there can be no waste with Bowser.

Bowser Tanks are all-metal and leak-proof and the Piston-Type Measuring Pumps deliver the *exact* amount required of *clean* oil.

Similar advantages recommend Bowser Equipment for handling Burning Oil.

Bowser Gasoline Equipment stores gasoline economically and safely.



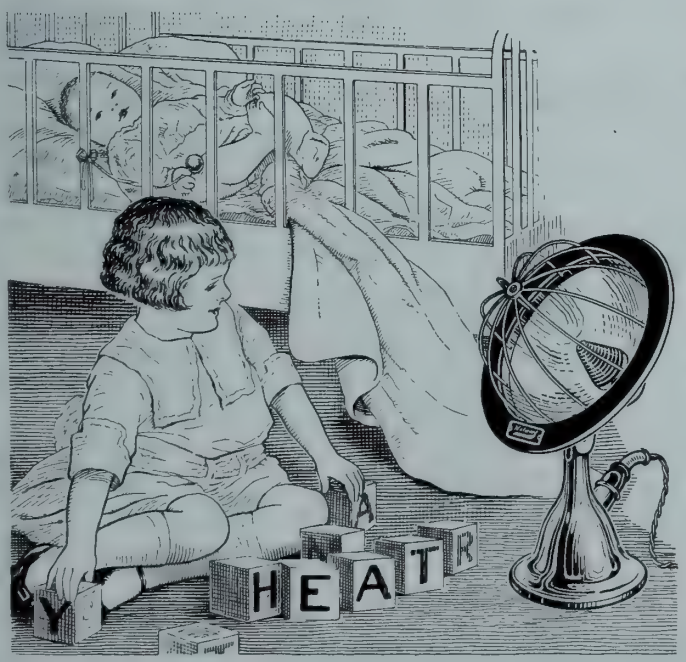
Write for Illustrated Booklet *C-16*

Bowser Equipment is MADE IN CANADA by

S. F. BOWSER CO., LTD.
1668 Frazer Street, Toronto, Ontario

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

Safe, Healthful Electric Heat for the Nursery---for any room



AS harmless and healthy as the genial rays from the sun—the Heatray uses up absolutely no oxygen from the air. It is electric heat.

In the nursery, bathroom—anywhere—you can enjoy this splendid heat the moment you want it by simply carrying the Heatray to the spot and putting the plug into the receptacle

The

National ELECTRIC HEATRAY

has **extra** heavy cast base beautifully nickeled. It is hard to tip, but if it does tip, the safely secured guards make it entirely free from danger.

Link up with national consumer advertising now running in daily papers throughout Canada, by displaying National Heating Heaters in your windows.

The National Electric Heating Company, Ltd., Head Office and Factory, Toronto

249 Mountain St., Montreal 52 Albert St., Winnipeg 627 Vancouver Block, Vancouver

Makers of Electrical Appliances only—National Electric Ranges, Grates, Circulation Water Heaters, Toaster Stoves, Irons, etc.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...$1 80	48 inch...$ 6 20
18 inch... 2 65	60 inch... 7 70
24 inch... 3 40	72 inch... 9 20
30 inch... 4 00	84 inch... 10 50
36 inch... 4 75	96 inch... 12 00
42 inch... 5 50	

1½ inch mesh and 19 ga. wire.

12 inch...$3 50	42 inch...$10 50
18 inch... 5 00	48 inch... 12 00
24 inch... 6 30	60 inch... 15 00
30 inch... 7 75	72 inch... 18 00
36 inch... 9 90	

1 inch mesh and 20 ga. wire.

12 inch...$4 00	42 inch...$12 60
18 inch... 5 50	48 inch... 14 00
24 inch... 7 00	60 inch... 17 00
30 inch... 8 50	72 inch...20 00

¾ inch mesh and 20 ga. wire.

24 inch..$10 50	36 inch...$15 00
30 inch.. 12 75	

½ inch mesh and 22 ga. wire.

24 inch..$16 50	36 inch...$24 00
30 inch.. 20 00	

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal.

Canadian netting, 2-in. mesh, net.
1-in. mesh, net.

American netting, 1-in. mesh, net.

Invincible—	Per rod
1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ..... $17 00
Plumbers' 7 50
F.o.b. Montreal, Toronto.

OILS	Toronto
Royalite, gal.	0 18½
Palacine, gal.	0 21½
Gasoline, net, gal.	0 31

Above prices net.

	Gallon
Black oil (summer)	0 21.1
Black oil (winter)	0 21.6
Capital, cylinder	0 78.1
Mach. oil, reg. grades	0 46.6
Imperial gas engine oil	0 59.1
Paraffine	0 22.5

List, less 15% on above.

Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy $1.10
List less 15 per cent.

Polarine, medium, list	1 05
Polarine, heavy, list	1 05
Polarine, ex-heavy, list	1 40

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl., net	0 08
Do., tank cars, net	0 06

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS
See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 13
Hemp	0 [illegible]
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anch	$1 35	1 35
Do., No. 2, Anch.	0 75	0 85
Do., No. 2 Elephant.	0 75	0 95
Tarred Fibre, No. 1 Anchor	1 45	1 45
No. 2	1 10	1 10
Elephant Brand, tarred, No. 2	1 10	1 25
Surprise Fibre	0 95	1 05
Empress Dry Sheath'g		1 45
Stag Sheathing	0 95	0 95
Cyclone, dry	1 35	1 45
Do., tarred	1 45	1 60
Joliette Sheathing	0 75	0 95
Do., tarred	1 10	1 25

	Per 100 lbs
Monarch Sheathing, white	5 75
Do., gray	4 75
Straw Sheathing, heavy dry	3 75
Red Star heavy tarred straw	3 90
Imp. White Sheathing	5 75
Imp. Grey Sheathing	4 75
Scythe Brand dry straw	3 75
Spruce Sheathing, 36" and 72" wide	7 25
Asbestos Sheathing	10 00
Carpet Felt	6 00
Tarred Felt, 7, 10 and 16 oz.	1 15

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast	
In barrels, 250 lbs.; lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PINS, CLOTHES

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53, Sept. 22, 1921

Standard Butterweld Pipe S-C.

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)

	Plain	List
2 in., in 10-ft. lengths, list.		$18 40
3 in. in 10-ft. lengths, list.		22 30
4 in., in 10-ft. lengths, list.		29 60
5 in., in 10-ft. lengths, list.		40 00
6 in., in 10-ft. lengths, list.		49 00

Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	25%
4 in.	30%
5, 6 in.	30%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	40-10%
8 in.	net

PIPE (STOVE)
See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 75

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	6 00	5 65
Ordinary, 52 sheets	5 80	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$ 17 75
20x28xIC, 112s, box	18 25
20x28 IX, 112s., box	20 50
20x28 IXX, 56s., box	11 75
20x28 IXXX, 56s., box	12 50

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets	$12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net. Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	16 00
64-oz., each	1 34
128-oz. each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	$3 10	$3 30
No. 3	3 40	3 65
No. 4	4 05	5 00

	Each
No. 70	6 20
No. 80	9 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton. London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Set Screws		45%
Everlastic, 3 ply	2 80	2 80
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60

Everlastic Multi-Shingles (4 Shingles in One), sq. 6 25

Everlastic Slate Surface Single Shingles, Tylike (red or green), sq. 7 40 7 40
F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25
Roofix Roofing Cement—		
In bbls., per gal.		0 60
In ½ bbls., per gal.		0 65
In 5s and 10s		0 70
1 gal. cans, per doz.		9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 19
New Zealand hemp basis	0 19
Sisal basis	0 17

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 17
Double lathe yarn	0 17½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.	0 51
Do., 5-32 in.	0 50
Do., 3-16 in.	0 47
Do., ¼ in. and up	0 45

F.o.b. Toronto, Montreal, London, Welland, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
268—50 ft. Challenge, Steel	$5 30
108—50 ft. Reliable Jr., Steel	5 35
248—50 ft. Rival, Steel	4 67
1248—50 ft., Rival Jr., Steel	4 35
608—50 ft., Metallic	3 38
604—66 ft.	3 92
408—50 ft., Linen	2 57

	Dozen
718—50 ft., Ass Skin	6 95
714—66 ft., Ass Skin	8 35
148—8 ft., Steel Pocket	3 30
145—5 ft., Steel Pocket	11 20
176—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 85

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion	List	Net
4 lb.	$ 6 60	
10 lb.	8 65	
240 lb.	12 65	
600 lb.	35 80	
1200 lb.	43 00	
2000 lb.	57 10	
2000 lb. drop lever	64 75	

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	77½%
Wood R.H., bright	75%
Wood, O.H., bright	75%
Wood, F.H., brass	70%
Wood, R.H., brass	67½%
Wood, O.H., brass	67½%
Wood, F.H., bronze	65%
Wood, R.R., bronze	62½%
Wood, O.H., bronze	62½%
Square cap	40%
Hexagon cap	40%

SCREWS, IRON BENCH, No. 14

1 in.	$12 20
1⅛ in.	14 70
1¼ in.	16 90

SCYTHES	Doz.
Cast Steel	$20 00
Golden Clipper	20 95
Little Giant	22 00
Bush	20 50

"Premier Leader" STEEL RANGE

When talking Stoves and Ranges to your customers always remember that the name "Davidson" is an absolute guarantee of satisfaction. The "Premier Leader" Range has a body of heavy polished steel, protected by asbestos and hand riveted with cone-headed rivets, cast iron tops, centers and covers ribbed.

A contact reservoir can be supplied to attach to either left or right end. Steel Persian closet at top is an extra convenience.

A very moderately priced range of thoroughly reliable quality.

Ask for Booklet No. 2

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal
Branches: Toronto and Winnipeg
Steel Foundry Division: Lachine Canal, Turcot

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy
Stack Heater

The Stack Gas Water Heater will heat water in one minute.

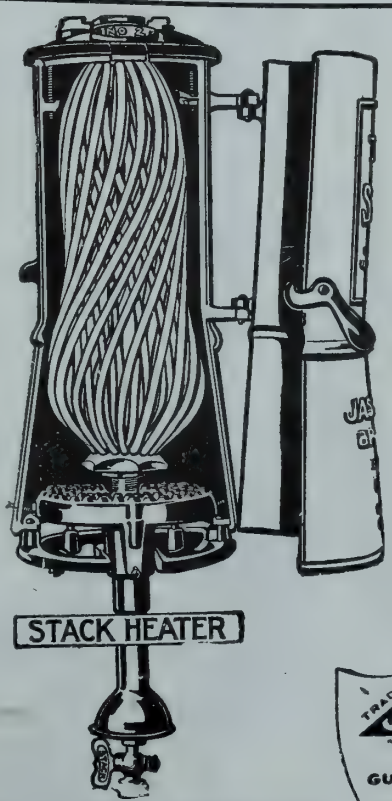
The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario



TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If interested tear out this page and place with letters to be answered.

SNATHS Doz.
00 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 13 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.
Cast, Nickel Plated:
No. 7 ....$1 75 No. 9 .. .$2 25
No. 8 .... 2 00 No. 10 .. 2 50

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe findings—List adopted March 24th, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft. 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in. ....$15 90 15 in. $28 80
10 in. .... 17 70 18 in. 36 50
12 in. .... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	45	45	45
Draining Tools	45	45	45
Hollow Back Scoops	45	45	45
Sand Shovels	45	45	45
Hollow Back Shovels	45	45	45
Hollow Back Coal Shovels	45	45	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	45	45

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

STRETCHERS, CURTAIN—
Star, No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b. 57 00
Standard, jap. fittings 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear. 53 00
Little Daisy 2 00
Little Queen 3 00

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz. $3 35
Jump, No. 1 .... 8 50
Hawley & Norton, No. 1 .... 5 60
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 46%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway....16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .... .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto

Penberthy Brass Valves
Gate Valves 15%
Regrinding Valves 10%
Swing Check Valves 5%
Compodisk Valves 10%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London, Hamilton

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; [illegible] in., $18.80; ⅝ in., $18.60; 11/16 in., $1[illegible].40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz. $105 00
Garden Steel, doz. 78 75
Light Garden, doz. 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge. Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

Talk No. 333

Sheet prices have been falling for the past year, but like all falling objects they reach bottom at last.

The mills not only donated their services free, but have handed out large "gobs" of surplus. Sanity has regained control, prices have advanced lately and although no one would buy when the decline was on, they are all buying now.

Delivery is again most important. Your jobber can give you a close-to-bottom price and prompt shipment if you do it now, and specify Premier —Made-in-Canada.

Tinker Tom

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ocre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-08
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 06
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 25
Ad-el-iae, tints	4 00

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralie	5 95
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	5 00
Invincible	6 00
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

GLASS LIST	Star or Double
Case lots.	16 oz. or 24 oz.
Up to 25	$ 5 50 $ 9 05
26 to 40	6 95 11 40
41 to 50	7 65 12 55
51 to 60	7 95 13 05
61 to 70	8 35 13 65
71 to 80	8 80 14 40
81 to 84	10 30 17 70
85 to 90	10 85 18 55
91 to 95	20 80
96 to 100	22 60

Cut size sheet glass, 75% off November, 1920 list.

Montreal, 70% off.

GLASS PLATE.

Montreal 60% off.

GLAZIERS' POINTS

Zinc coated, 8c, ½-lb. pkg.

F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per Maritime differential 50c per 100 lbs. over Montreal.

100 lbs.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20

LINSEED OIL

Elephant Genuine	13 25 13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$10 25
Genuine, 100 lb. casks	11 25
Less quantity	12 75

F.o.b. Montreal, Toronto.

Lead (red in oil)

Prices on application.

LINSEED OIL

For prices see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	$ 0 65
Half-barrels, per gal.	0 70
5s and 10s, per gal.	0 80
1s (1 doz.)	13 00
½ gal. cans, 1 doz. to case.	9 00

PAINTS, PREPARED

Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	2 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wal, colors	3 75
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	3 85
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY

See weekly report.

ROSIN—

	Per 100 lbs.	
In barrel lots		
G., medium grade	5 00	7 50
Water white	7 00	9 50

SHELLAC	Pure White. Per Gal.	Pure. Orange. Per Gal.
In bbls.	4 65	5 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 60
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal.	cans
B.-H. Floors		4 08
B.-H. Maritime Spar		5 13
B.-H. Hard oil		2 76
B.-H. Gold Medal		3 42
Elastilite		3 85
Granitine Floor Finish		3 85
Hydrox Spar		3 95
C.P.C. Sun Varnish		4 30
C.P.C. Sun Aero Spar		4 50
C.P.C. Sun Waterproof Floor		4 40
Glidden Wearette		4 35
Glidden Floorette		4 35
I.V. Elastica, No. 1		4 89
Do., No. 2		4 48
Do., Floor		4 00
Jasperite Interior and Exterior		3 75
Jasperite Indestructo, floor		3 75
Jasperite Pale Hard Oil		2 75
P. & L. No. 61		5 00
Jamieson's Copaline		4 00
M-S Marble-Ite Floor		4 22
M-S Wood-Var.		4 06
M-S Durable Spar		5 13
M-S Finest Interior		4 87
Moorlastic Floor		4 25
T. 45 Floor		3 50
Moorvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 14
Mar-not		
Quick Action House		2 65
Rexspar		
Scar-Not		
Solpar, Spar Marine		5 00
Solpar House Spar		4 50
Solpar Floor		4 50
Solpar Interior		3 50
Kyanize Spar		5 15
Kyanize Cabinet Rubbing		4 85
Kyanize Interior and Floor		4 85
Luxeberry light		4 75
Luxeberry granite		4 90
Luxeberry spar		5 [illegible]
Ramsay's Universal		3 75
Ramsay's Agate Floor		3 90
Ramsay's 400 Hard Oil		3 25
Ramsay's, No. 720		3 00
"C.D. Big 4" Exterior		5 00
"C.D. Big 4" Interior		4 50
"C.D. Big 4" Floor		4 40
C. D. General Purpose		4 15
C. D. Furniture		2 25
Dougall Univarnish, clear		4 40
Dougall Transparent, spar.		4 90
Dougall Transparent, floor.		4 40
Copalite		
Adelite, No. 103, Floor		4 50
Adelite, No. 105, Flat		4 50
Adelite, No. 100, Spar		6 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.)	White.	Colors.
Frescota	$7 80	8 40
5-lb. pkgs.		
Decotint	9 00	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white		8 75
Do., colors		9 25

Hygienis Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$8 00	$9 00
100 lb. kegs,	9 00	10 00
Cases, of 25 pkts.	10 50	12 00

WASTE

Cream, Polishing	0 19½	0 20.

WHITE

XXX	0 18½	XXX ex.	0 17
XX	0 16½	XX grad.	0 16
X	0 15½	XLCR	0 15
XC	0 14½	X empire	0 14
		X press	0 13

COLORED

No. 1	0 13½	Fancy	0 14
No. 1A.	0 11½	Lion	0 12½
No. 17.	0 12½	Standard.	0 11
N. 1B.	0 10½	Popular	0 10
		Keen	0 09

Above lines subject to trade discount for quantity.

WAX	
B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	9 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 60
Champion white	0 50
Ad-el-ite paste	0 40

F.o.b. Montreal, Toronto.

WHITING	
Gilders, bolted, in bbls	3 20

WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1.90-2.55

F.o.b. Montreal, Toronto, London.

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG

Made in Canada

FLY TERROR

SELLS to EVERY OUTDOOR MAN

Book now for Spring Delivery. Be sure of your supply when you want it. Fly Terror is both effective and agreeable. It has a pleasant odor, is not greasy, poisonous or injurious to the skin. It positively keeps away black flies and mosquitos.

THE FLY TERROR MANUFACTURING REG'D.
7 Notre Dame Square, Quebec, Canada.

ARCTIC ANTI-FREEZE

Alcohol and Glycerine Solution

Is not an experiment but the old reliable Anti-Freeze solution, which has given such satisfaction for the past ten years—It is made from the best ingredients known for the purpose and contains no chemicals which will injure your car in any way—It is put up in barrels, half barrels, five and one gallon cans—

Good proposition to jobbers—
Manufactured only by—

THE COMMERCIAL OIL COMPANY, Limited

420 Jackson St. West Hamilton, Ont.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special.	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	138 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 54%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE
30-gal., each ....$ 10 00

BOLTS—
Carriage, ⅜ in. and smaller, up to 6 in., 15%; over 6 in., net list; 7-16 in. and larger, 5%; Machine, ⅜ in. and under, up to 4 in., 32½%; over 4 in., 5%; 7-16 in. and over, 10%; machine set screws, 25%; plough bolts, 12½%; stove bolts, 65%; shaft bolts, 5% adv.; tire bolts, 40%; sleigh shoe bolts, 5% adv.

BORAX Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS. LAMP
A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS. FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER
Sheet and planished copper. 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 .. .. 0 58 lb.

DRILLS
See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	25%
Straight shank	25%
Do., wire	25%
Taper shank	25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.
Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

ENAMELWARE
See Wares.

FILES

Globe	Discount 57½%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions, "Dart"—
¼ to 2-in. ... ... .29% off
⅛, 2½, 3½ and 4-in. . 15% off
Nipples, 4 in. and under ... 40%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
60 per cent.

GLOBES, LANTERN

	Doz
Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2. 13 oz.	18 50
No. 22. 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lbs., $17.00. per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1. $10.20; No. 2 and larger. $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

½ in.	9 75
⅝ in.	12 00
¾ in.	13 00

IRON GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 85
28 Am. or 26 Eng.	9 45
26 Am. or 26 Eng.	8 95
24	8 80
22	8 80
18 and 20	8 65
16	8 50

IRONS, SAD
Common Sad Iron. 6 and ove· 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION
20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS
Cold Blast

No. 2 Japaned	13 50
No. 2. Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB. STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $13.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick. $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 8	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 12 00	$12 75
Empress		14 25	15 00
Daisy		8 75	9 50
Star		7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 92
36 in.	10 34

NUTS

Square, small lots, blank, $4.50; tapped, $5.00 advance on list; Hexagon, small lots, blank, $4.75; tapped, $5.25 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 20½
Gasoline	0 39
White Rose Gasoline	0 38
En-ar-co Motor Oil, med and heavy	1 10
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60¼
Imperial gas engine	0 65
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	On application
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	0 60
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Welvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	2 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	99 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 25%.

Set Screws, 5%. Cap Screws. 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4 $19.68; No. 6, $20.38; No. 8, $21.08

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$6 00
12 gaugs	6 00
14 gauge	6 05
16 gauge	6 15
18-20 gauge	6 80
22-24 gauge	6 85
26 gauge	6 90
28 gauge	7 15

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per gross	35 00
Little Queen, per gross	53 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16. $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.30; Fort William, $5.95, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow. $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring. $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in. $7.00 1¼ in., $6.90; 1½ in., $6.80

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES Cow.

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	$0 42
Cotton, 3-ply, balls	0 46
Cotton, 4-ply, cones	0 44
Cotton, 4-ply, balls	0 47

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs.

Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	76 50
Regent	69 00

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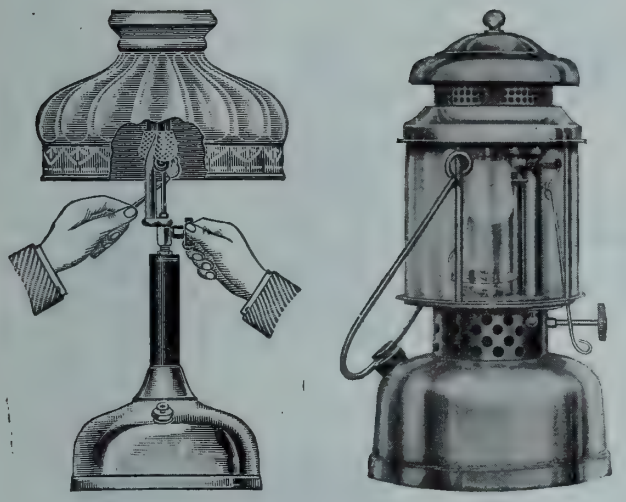
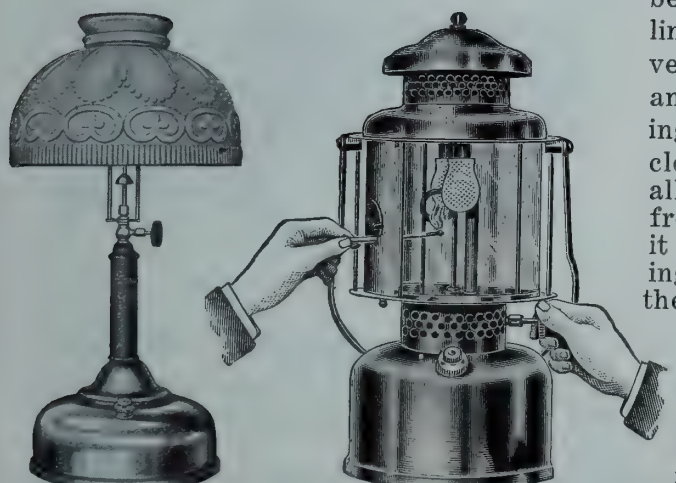


No. CQ329 Quick-Lite holds 3 pints and burns 18 hours on one filling. One in carton complete with shade, mantles, pump, wrench, hanger, cleaning pick and extra generator. Shipping weight, 9 lbs. A handsome, attractive lamp. Popular with users and easy to sell. It gives the greatest satisfaction in use and leads to many other sales. Ask for detailed information about this interesting lamp or any of the others shown here.

The Storm King Lantern—the most efficient, safe, reliable, powerful and economical light on the market; simple in construction and operation; easy to light and extinguish, and absolutely storm proof; can be taken apart in a few seconds if desired. The ideal lantern for campers, hunters, and summer resorts.



The Nulite Reading Lamp is pronounced by users to be the last word in Gasoline Lamp Perfection. It is very neat and convenient and has automatic cleaning device which not only cleans the tip automatically, but prevents Lamp from clogging, also aids it in starting lamp, making it possible to generate the gas in twenty seconds.

The LQ. 327 Quick-Lite Lantern, with match generating burner, is the handiest outdoor lantern made. Gives same brilliant pure white light of 300 candlepower at same cost. Is wind-proof, rain-proof and bug-proof. Holds a quart of fuel, enough for 12 hours' use on one filling. Just the thing for farmers, nightwatchmen, plumbers, garages, builders, campers, auto-tourists, etc.

Dealers who have used or sold gasoline lamps will quickly recognize the big advantage a match-lighting lamp has over the torch-lighting styles

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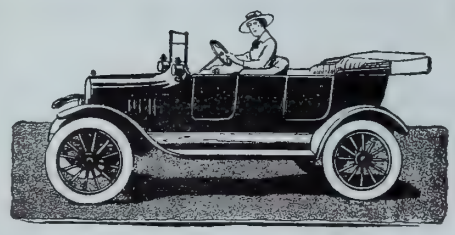

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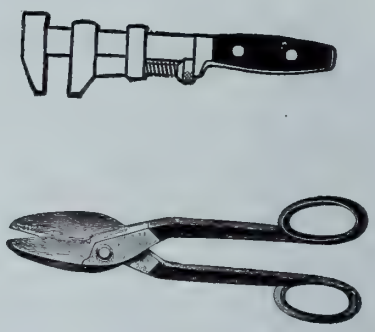

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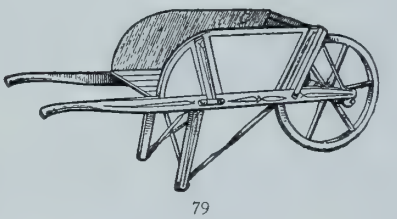

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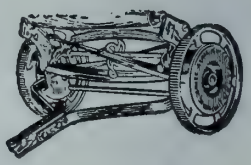
330

72



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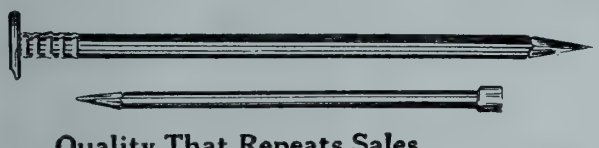

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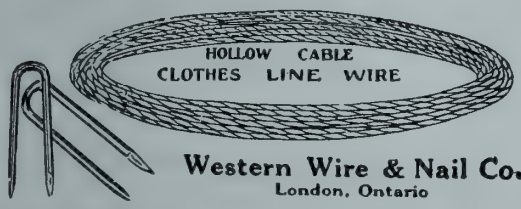

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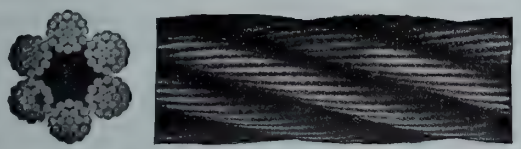

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Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOTHING, ATHLETIC
A. W. Moyer, & Co., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOSETS, CHEMICAL
S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.
The Myers Mfg. Co., Dresden, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DECK SCRAPERS
W. Drysdale, Montreal, Que.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIAPHRAGMS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Limited, Lachine, Que.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR STRIP
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DUSTERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.
The Leeder Mfg. Co., Winnipeg, Man.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.
The Walker Bin & Store Fixture Co., Kitchener, Ont.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EXTINGUISHERS, FIRE
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co, Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

FIRE EXTINGUISHERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

FIRE DEPARTMENT SUPPLIES
Dunlop Tire & Rubber Goods Co. Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIRE SCREENS
Guardian Fire Screen Mfg. Co., Ville St. Pierre, Montreal, Que.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORCE CUPS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Beach Foundry Limited, Ottawa, Ont
The Sheet Metal Products Co., of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont
The Happy Thought Foundry Co., Ltd., Brantford
Lamarre & Co., St. Remi, Que.
McClary Mfg. Co., Limited, London, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARDEN CULTIVATORS AND WEEDERS
C. S. Norcross & Sons, Bushnell, Ill.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASKETS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.
The North Star Oil & Refining Co., Limited, Winnipeg.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed Ont

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GENERAL RUBBER SPECIALTIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF BALLS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

THE BUYER' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANDLES, DOOR
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
Taylor-Forbes & Co., Limited, Guelph, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE, BARN DOOR
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HARDWARE, FINISHING
Taylor-Forbes & Co., Limited, Guelph, Ont.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara
J. J. Turner & Sons Limited, Peterborough, Ont.

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

HEATERS, AUTO
Chicago Flexible Shaft Co., Chicago, Ill.

HEATERS, ELECTRIC
The Canadian Edison Appliance Co., Limited. Stratford, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Taylor-Forbes Co., Limited, Guelph, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Guelph, Ont.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

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The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

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The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

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The Canadian Horse Shoe Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
The Dominion Rubber Systems, Ltd., Montreal, Que.
Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
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Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
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The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

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Taylor-Forbes & Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

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London Rolling Mill Co., Ltd., The, London, Ont.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Goodell-Pratt Co., Greenfield, Mass.
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Millers Falls Company, Millers Falls, Mass.
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

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The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUGS, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

PLUMBERS' SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHES, AUTO AND FURNITURE
The Buffalo Specialty Co., Bridgeburg, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNERS, TREE
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
Taylor-Forbes Co., Limited, Guelph, Ont.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATORS, AUTO
The North Star Oil & Refining Co., Limited, Winnipeg, Man.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.
Taylor-Forbes Co., Ltd., Guelph, Ont.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Taylor-Forbes Co., Limited, Guelph, Ont.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEARING MACHINES, SHEEP
Flexible Shaft Co., Ltd., Toronto, Ont.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.
McFarlane Douglas Co., Limited, Ottawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto,
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
The Meriden Brittania Co., Limited, Hamilton, Ont.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SLICERS, FOOD
W. Drysdale, Montreal, Que.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited. Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOLES, HALF
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited.
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Eureka Planter Co., Limited, Woodstock, Ont.
The New Perfection Sprayer Co., Galt, Ont
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS, GALVANIZED STEEL
Beatty Bros., Ltd., Fergus, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont.

TAPS
Butterfield & Co., Rock Island, Que.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPE, RUBBER FRICTION
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIES, COW
B. Greening Wire Co., Limited, Hamilton, Ont.

TIN PLATES
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TILING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TIRE PATCH
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TIRE ACCESSORIES
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
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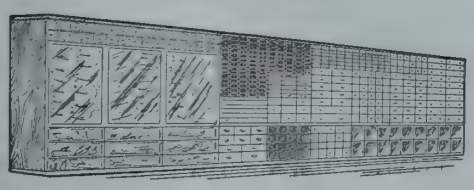

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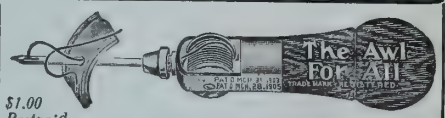

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No. 04411½
Carving Set

The trade you get doesn't worry you. The trade that gets away is what causes you sleepless nights. Cutlery users haven't vanished from earthly scenes. Their needs are as numerous as ever. They are ready to spend freely—to buy **savingly.**

The sure way to coax money out of reluctant purses is to feature both the fine quality and lower prices of "Universal" Cutlery. Holiday shoppers are bestirring themselves. Buyers with bargain-sharp eyes are looking for real values at prices that make buying a **saving.**

Advertise "Universal" Cutlery for every cutting need. Display "Universal" Carvers, Kitchen Cutlery, Razors and Shears. Feature Hunting Knives that are needed now by all sportsmen. Above all else, advertise, display and talk "Universal" lower prices. Then the stand-offish trade will hasten to buy—**savingly.**

Write for "Universal" Cutlery Window Trim. It is new, wonderfully attractive--just the thing for holiday use.

Canadian Representatives:

A. MacFarlane & Co., Limited
MONTREAL - QUEBEC
Landers, Frary & Clark - New Britain, Conn.

No. 324 Razor,

No. 3191
Cooks' Knife
Blades 3 to 14 inches

No. 03662
Boy Scout Knife

No. 20 Shears
5½ to 10 inches

Hatch

Garage Door Outfits

To be reliable, serviceable and efficient, a set of garage hardware doesn't have to cost almost as much as the automobile. The Hatch Garage Door Outfit has all the qualities the heart could desire in a dependable outfit—yet it is low priced. Low priced, that is, for the high quality. Try it on your own garage; then you'll realize why the customers are delighted.

The Set Includes:

3 Special Swivel Door Rollers; 22 feet of Track; 3 Pairs Special Garage Door Hinges; 3 Stay Rollers (floor guides); 2 Extra Heavy Garage Door Handles; 1 Safety Hasp (for fastening doors outside); 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Company, Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

BUNDLES OF PROFIT

THERE is a market for Aloxite Cloth as far reaching as industry itself.

There is a demand for it in every factory, plant, shop and garage, big and little—everywhere.

Mechanics use it for finishing parts; in smoothing and polishing metal work in general—for rubbing paint filler. They are using it on any work where they once used the old time emery cloth.

Aloxite Cloth—The Cloth That Cuts

Works so much faster—lasts so much longer—leaves a more uniform finish because it is coated with Aloxite, one of the most efficient of all artificial abrasives—because it is uniformly coated with uniformly graded grain on a strong, flexible, backing.

Right now we are running a big Trades Paper advertising campaign featuring this product. Better be prepared. Stock up with Aloxite Cloth in the Economy Rolls and in Reams.

DISPLAY IT IN YOUR WINDOWS—LET 'EM KNOW YOU HAVE IT

The Carborundum Company, Niagara Falls, New York

If interested tear out this page and place with letters to be answered.

Adjustable and Swivel

Garage Door Set, No. 150

For Sliding Garage Doors Around the Corner to the Side Wall

No. 150 Adjustable and Swivel Garage Door Set

Here is a Real Money Maker for Every Dealer

This Outfit is a little better than any other outfit on the market today. The No. 135 Hanger, supplied in this outfit, is not only swivel but is adjustable both ways. If the door drags or binds when erected, it can be adjusted, without taking off the door, by simply raising or lowering the adjustment bolt as required.

ALL PARTS JAPANNED

No. 150 Set for 3-door outfit, as illustrated above, includes 22 feet of Track, 3 No. 135 Adjustable Hangers, 3 pairs of Heavy Strap Hinges, 2 Heavy Door Pulls, 1 Safety Hasp, 3 Stay Rollers. Packed 1 set, complete, in box, with necessary screws for attaching, and illustration showing how to apply.

N. Slater Company, Limited

Successors to

Slater & Barnard, Limited

Hamilton, Ont.

Representatives :

H. E. O. Bull, Montreal, Que.
N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto, Ont.
A. T. Chambers, Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

EVEREADY

announces to the trade and the public a sweeping reform---a revolutionary development---in Flashlight Batteries

UNIT CELLS

Unit Cells are made in two sizes only, 1¼ inch and 1½ inch, and they fit all tubular flashlights. This will be welcome news for the dealer—it simplifies the keeping of battery stocks by reducing all tubular battery replacements to only two sizes of Unit Cells instead of various sizes and lengths as heretofore. Flashlight batteries are now standardized—only two sizes to fit all tubular flashlights.

NEW AND ATTRACTIVE COUNTER DISPLAY CASE

Placed on the counter, this attractive Display Case will sell Unit Cells for you. Saves shelf space. Saves keeping a big stock of various-sized batteries. Increases turnover and profits. Place an order for Unit Cells with your jobber to-day. No. 935 for 1¼ inch cases, No. 950 for 1½ inch cases.

CANADIAN NATIONAL CARBON COMPANY, LIMITED

Toronto **Winnipeg** **Vancouver**

If interested tear out this page and place with letters to be answered

Washing Machine Motors

If the Motor isn't good the Machine is no good

There isn't room to say anything more except that we have designed a motor that is particularly and definitely adapted to run appliances used by women.

The main object in the manufacture of this motor has been to make it *trouble-proof in every way.* It is so certain that this purpose has been achieved that it is really worth while for any woman to be sure she gets a Westinghouse Motor on any appliance she buys.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

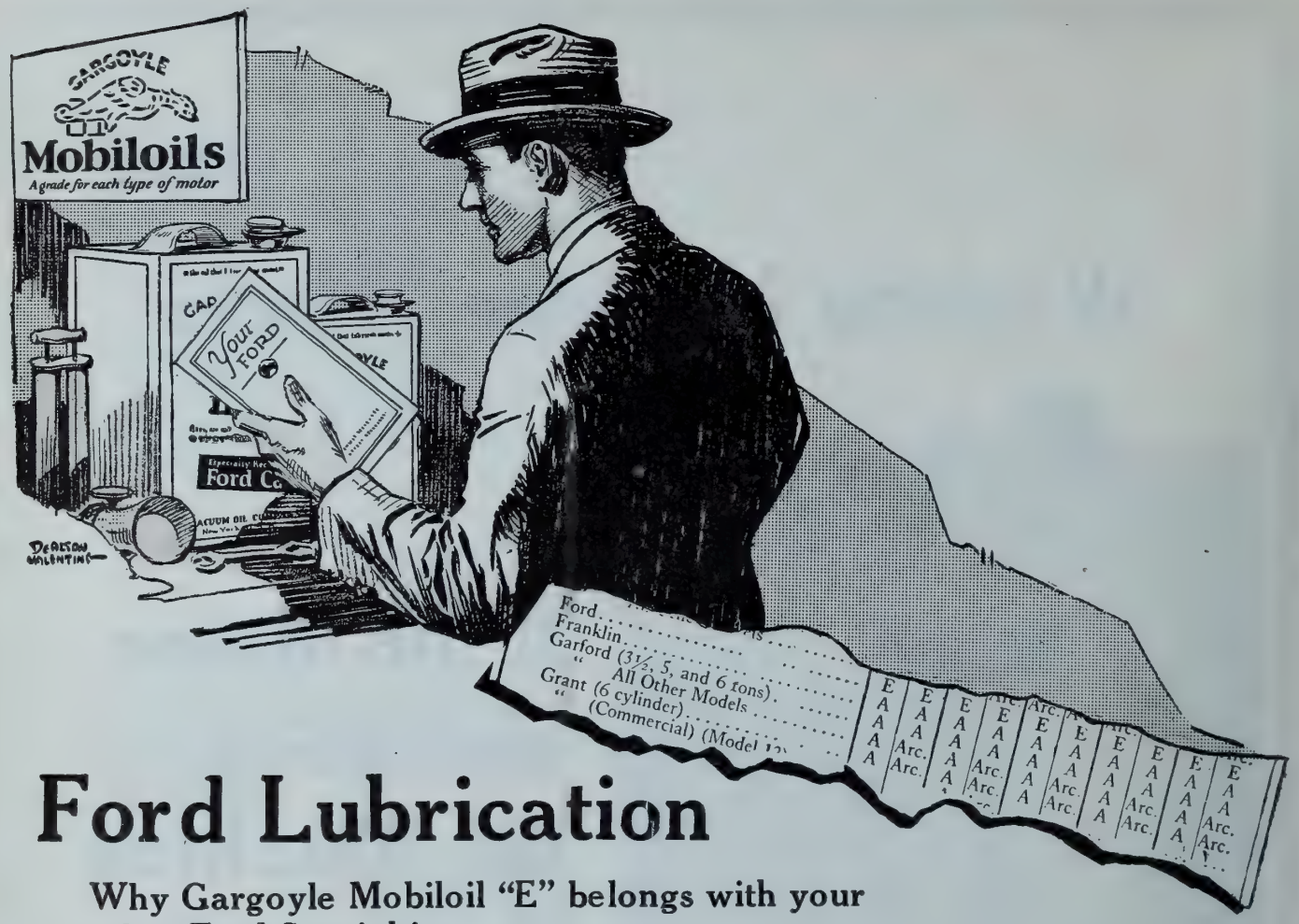
TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

Repair Shops:

MONTREAL—113 Dagenais Str.
WINNIPEG—158 Portage Ave. E.
VANCOUVER—1090 Mainland St.
TORONTO—366 Adelaide W.
CALGARY—316 3rd Ave. E.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered.



Ford Lubrication

Why Gargoyle Mobiloil "E" belongs with your other Ford Specialties

MULTIPLY the Ford Cars in your section by 10 or more gallons per year and you get an idea of the local sales possibilities of Gargoyle Mobiloil "E."

Gargoyle Mobiloil "E" rarely fails to show surprising advantages over other oils in a Ford engine. Some of these are—

New freedom from carbon. The carbon of Gargoyle Mobiloil "E" is a light, dry ash, practically all of which is expelled through the exhaust.

New freedom from overheating. Yes, even in hot weather, even through a hard day on heavy roads.

New Economy of gasoline and oil consumption. Engineering tests show that the body of Gargoyle Mobiloil "E" forms the proper seal for the pistons and rings, maintaining compression and increasing power. First-time users are repeatedly surprised at the longer lasting qualities of Gargoyle Mobiloil "E" and its ability to conserve gasoline.

The opportunity to sell Gargoyle Mobiloil "E" was never as great as it is **to-day.** Be sure to have plenty of Gargoyle Mobiloil "E."

GARGOYLE
Mobiloils
A grade for each type of motor

IMPERIAL OIL LIMITED

Marketers of Gargoyle Mobiloils in Canada

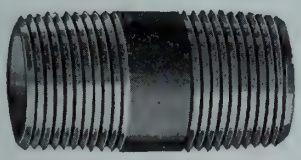
Branches in all Cities

If interested tear out this page and place with letters to be answered.

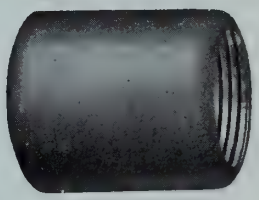
WROUGHT PIPE

COUPLINGS and NIPPLES

Each length of our



M.R.M. PIPE



is tested to withstand a pressure of 700 pounds per square inch

----BLACK or GALVANIZED----

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON **MONTREAL**

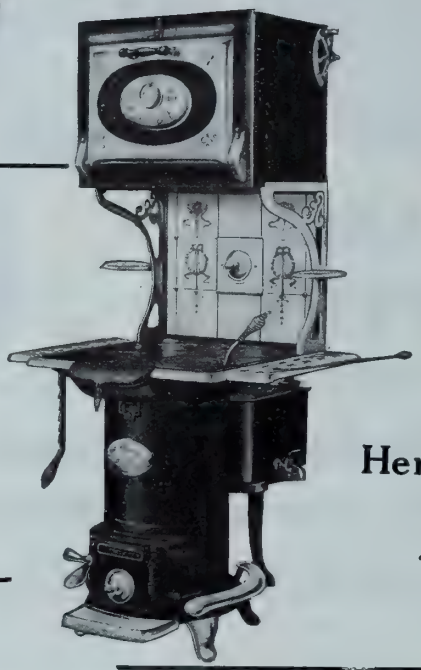
If interested tear out this page and place with letters to be answered.

The Maple Leaf Dealer
Needs No Alibis!

The 'Thatsit'

A six hole top Quebec range of great capacity and wonderful thoroughness, it is graceful and attractive in design, and is the newest member of our big "Quebec" line.

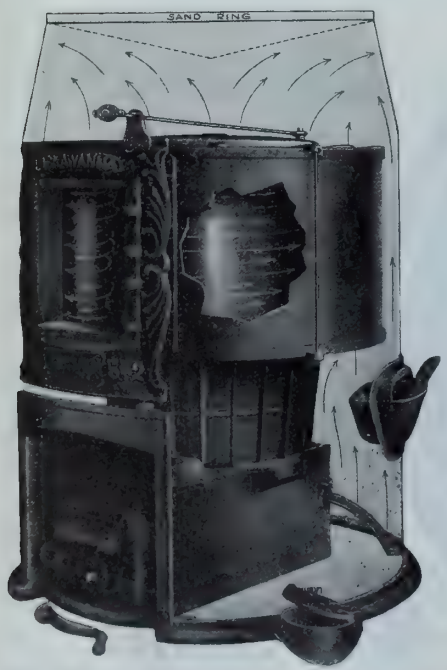
THE FORTUNATE merchant who handles Maple Leaf ranges, stoves, heaters, and furnaces never needs to make apologies or excuses. Because this brand of fire and heat controlling machines always fully "backs up" all your statements and claims with the grand net result of complete satisfaction to the client and much profit and pleasure to yourself.



The Composite

A Maple Leaf Quebec Range which has no equal — It cooks, bakes and heats with equal facility — It saves space and fuel --It is good to look upon, it pleases fully.

Here's Three Timely Maple Leafs on which you can "Go the Limit"



The Lackawanna Furnace

For the even, gratifying complete heating of the home or store or building of any sort, the Lackawanna acknowledges no peer. It is made in sizes to heat spaces ranging from nine thousand to seventy thousand cubic feet. It is foolproof, efficient and economical. The dealer will make no mistake in recommending or selling the Lackawanna. For every one installed is a working salesman always on the job.

IF YOU want to join the big family of Maple Leaf dealers write us today for full particulars. If you are already a Maple Leaf dealer--have you our latest catalog and prices? Write us anyway.

BEACH FOUNDRY LIMITED

OTTAWA, CANADA

Branches in Winnipeg and Vancouver

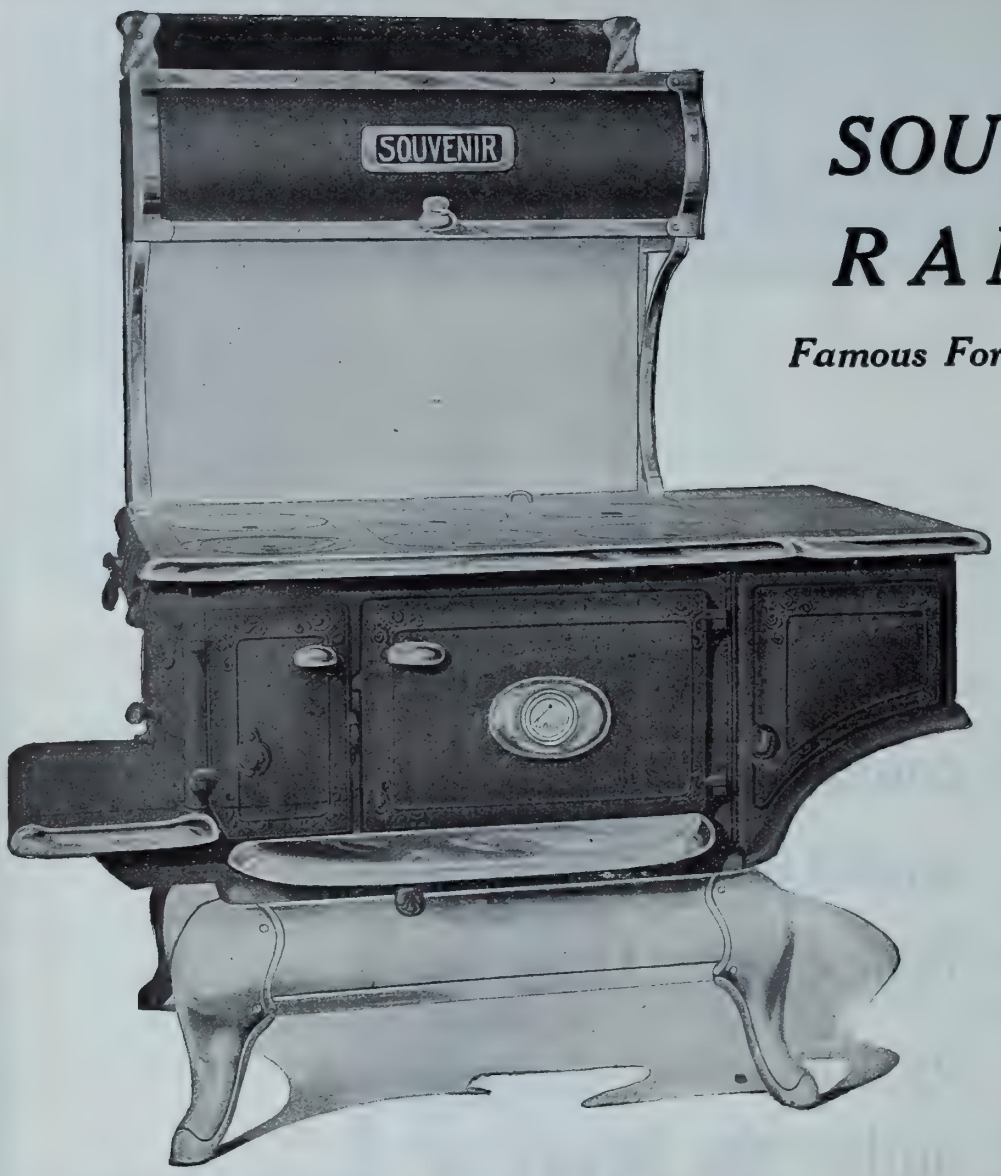
If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

If Better Hammers could be made they would be produced in Brockville, Ontario, by the Smart people under the brand of the Diamond G.

JAMES SMART PLANT
Brockville, Canada

If interested tear out this page and place with letters to be answered.



SOUVENIR RANGES

Famous For Good BAKING

THRIFTY SOUVENIR CAST IRON RANGE

For Coal or Wood—Furnished without reservoir if desired. Medium Price—Made in two sizes. No. 9-18A—18 inch oven, and No. 9-20A—20 inch oven.

For the benefit of those dealers who have not yet written for our new Stove Catalogue, No. 78, which describes and illustrates the complete Souvenir line, we intend to show in this paper each week a cut of one of our best sellers. October 1st issue showed our Grand Souvenir Steel Range—and this week we illustrate the Thrifty Souvenir Cast Iron Range. The Thrifty has made many warm friends not only with the trade but with hundreds of women who have bought it. Show the Thrifty in your store. It will result in quick sales and satisfied customers.

Write for catalogue No. 78 showing complete line of stoves, ranges and heaters. Also large attractive Stove Hanger used for store and window display—Catalogues, Hangers, Circulars, Prices free on request.

Also write for folders describing our famous New Idea Warm Air Furnaces, pipe and pipeless styles.

MADE IN CANADA BY

THE HAMILTON STOVE & HEATER CO. LTD.

Successors to GURNEY TILDEN CO. Ltd., Hamilton. **75 Years Successful Manufacturing**

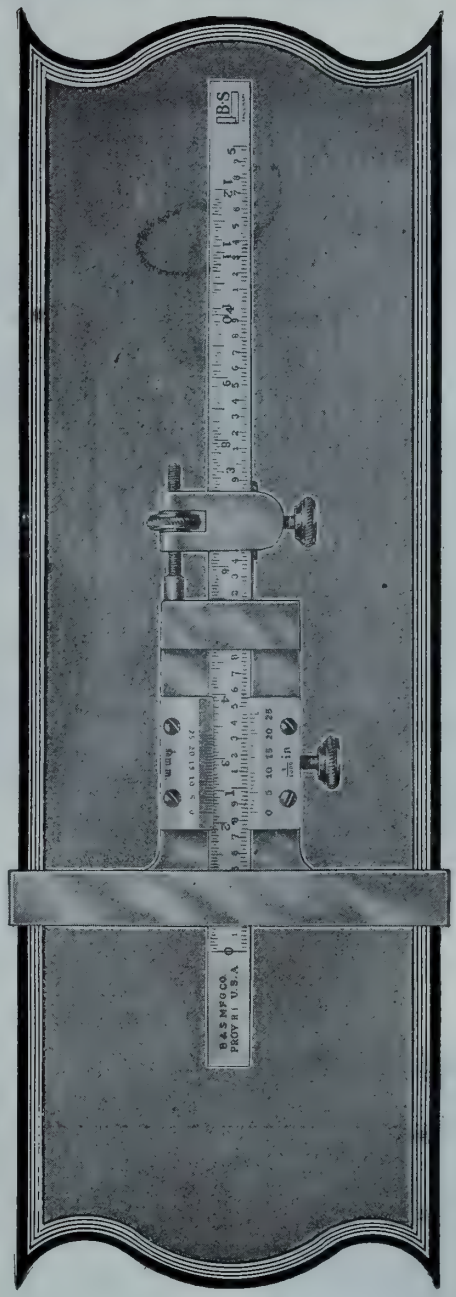
Special Quebec Representatives: **Montreal Supply Company, Limited, 16 Craig St. W., Montreal, Que.**
Vancouver Representative: **1073 Hamilton St., Vancouver, B. C.**
Winnipeg Representative: **134½ Higgins Ave., Winnipeg, Man.**

If interested tear out this page and place with letters to be answered.

Vernier Depth Gauge

This is one of the tools that takes care of the difficult and "hard to get at" measurements. It is used in obtaining the depth of holes, recesses in dies, distance from a plane surface to a projection and in many other unusual places.

It is a fine precision tool and is bought by mechanics who realize the value of Brown & Sharpe Machinists' Tools.



B·S
TRADE MARK

Send for Catalog 28

Brown & Sharpe Mfg. Co.

Providence, R. I.

BROWN & SHARPE MACHINISTS' TOOLS

If interested tear out this page and place with letters to be answered.

SELL HEATERS *NOW*

A vigorous campaign right now will bring you worth while results. Study your prospects' needs, suggest the most suitable type and supply from the Happy Thought complete line. Here are a few leaders.

The Cosy Home

Combination Heater and Stove or Heater only. In one size only. No. 8-5—8 inch pipe collar—floor space 31¼ x 22½ can be equipped with water front.

The Radiant Home

Double Heater — Nos. 5 and 6 supplied with or without oven. Nos. 60 and 70 without oven — pipe collar 6 inches. Diam. of firepot No. 5, 13 inches—Nos. 6 and 60 14 inches—No. 70, 16 inches — floor space approx. 29 x 29.

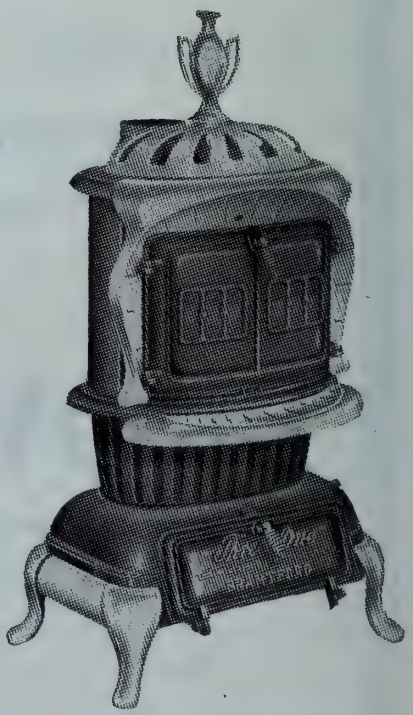
The Happy Thought "Quebec"

New type Quebec with ashpit. In two sizes Nos.140 and 160. Firepot No. 140, 10 inches, No. 160, 11¼. Can be fitted with one half circle section or two section water jackets as required.

The Three in one

Burns hard or soft coal or wood. In two sizes Nos. 19 and 223—pipe collar 6 inches—firepot No. 19, 20 inches, No. 223, 23 inches.

Complete line of Globe and Oak Heaters. Send for new Catalogue. Orders shipped promptly.



The Happy Thought Foundry Co. Limited

BRANTFORD **CANADA**

If interested tear out this page and place with letters to be answered.

Westclox

—that's Big Ben's family name

Let your window talk

IF YOU could buttonhole every person in your town who has read the latest Westclox advertisement and tell that person that you believe in and recommend this line of good timekeepers, you'd certainly sell a lot more of them, wouldn't you?

Any good merchant would.

Now, by rigging up a good, attractive display of Westclox during the week the big Westclox advertisement is appearing in the Saturday Evening Post you will get much the same kind of attention for your line from customers who might otherwise walk serenely past your store.

A trial will prove this for you in very short order. Let your window do a little Westclox talking for you during the week of October 22nd when Sleep-Meter and Pocket Ben have the stage in the Post.

Get these two good sellers on display. See what a bright, attractive window they will make with their smart, orange-buff Westclox tags.

It's bound to show some good cash-register results, both in the sale of alarm clocks and other merchandise.

Western Clock Co., Limited, makers of Westclox

Peterborough, Ontario

A Good Proposition For Jobbers and Dealers

VICTOR

Improved Wood Snow Shovels

Think of VICTOR Shovels for all-the-year-'round sales. Why not have the additional money coming in instead of storing them all summer down cellar?

VICTOR Shovels will not damage the floors of stables and barns, as steel shovels do.

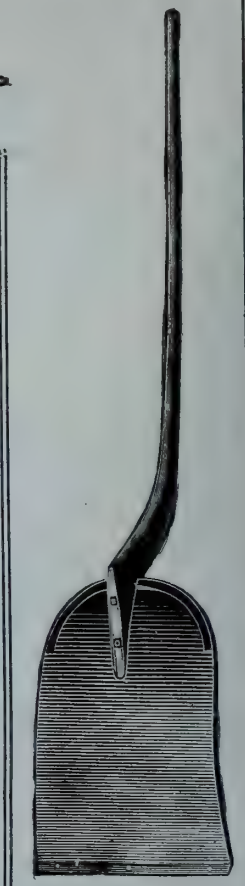
Display them and push them throughout the year VICTORS are made broad or narrow—several sizes. Children's sizes are plain or painted red. All are oiled to prevent snow sticking, and supplied with top ferrule, or top and bit ferrule.

Victor Industrial Co., Reg'd. Quebec

RICHARDSON & BUREAU,

Montreal

SOLE SELLING REPRESENTATIVES



STANLEY

ALUMINUM ZIG-ZAG

RULES

Page 20 of the No. 120 Stanley Tool Catalog shows the aluminum rule. Have you a copy?

Here are some of the features:

Made of unbreakable metal.
Graduations will not wear off and can be easily seen in dark places.
The depth of ordinary liquids can be measured without injury to the rule.
Recommend this type of rule to plumbers, carpenters and steam fitters. It is made in 3, 4, 5, and 6 foot lengths.

THE STANLEY RULE & LEVEL PLANT

THE STANLEY WORKS

NEW BRITAIN, CONN., U.S.A.

Canadian Representative: **A. McFarlane & Co., Coristine Bldg., Montreal**

If interested tear out this page and place with letters to be answered.

There's Money in No 4

HERE'S the new Klein No. 4 assortment—made up of **sure sellers!** Only the quick-selling sizes and shapes go to make up this assortment. The whole proposition is carefully proportioned. There will be no left-overs to sell at a sacrifice and it's backed by year-round advertising to your trade.

And the assortment is priced lower than even our present prices on the separate items. We know the past success dealers have had with No. 4 and we're making it in quantities as a specialty.

Every item is priced right to sell—priced to meet the demand for high quality at lower prices!

No. 4 comes packed away in a single box with enameled door signs, counter folders, the striking blue display board, and all manner of sales helps.

Of course, the fine quality, the rigid factory inspection, and the absolute guarantee against all defects in manufacture are the same that have made Klein Pliers standard for over fifty years!

Here's substantial profit—real quality—and right prices.

ASSORTMENT NO. 4.

3—203-6 Long Nose Side-Cutting Pliers
3—301-6 Long Nose Pliers
3—202-5 Oblique Cutting Pliers
1—202-6 Oblique Cutting Plier
3—201-6—Side-Cutting Pliers
6—201-7 Side-Cutting Pliers
9—201-8 Side-Cutting Pliers
*1—203-6 Long Nose Side-Cutting Plier
*1—301-6 Long Nose Plier
*1—202-5 Oblique Cutting Plier
*1—201-6 Side-Cutting Plier
*1—201-7 Side-Cutting Plier
*1—201-8 Side-Cutting Plier

*These tools are mounted on the No. 4 Display Board; all others in boxes.

KLEIN TOOLS EST 1857 TRADE MARK REG

Pliers
Splicing Clamps
Sleeve Twisters
Climbers
Tool Belts
Safety Straps
Lag Screw Wrenches
Wire Grips
Tree Trimmers
Tool Bags
Charcoal
'Staysalite' Torch

Western Canada Agents:
Mr. L. T. Walls, 702 Confederation Life Bldg., Winnipeg, Man., Canada.

Eastern Canada Agents:
Rose & O'Hearn, 293 King St., West, Toronto, Ontario, Canada.

Mathias KLEIN & Sons

Established 1857 Chicago, Ill. U.S.A.

If interested tear out this page and place with letters to be answered.

"Let the Burglar Put Money in Your Till"

"It's an ill wind etc."—you know how the saying goes. No one but will admit the crime wave that has swept over the country has been an "ill wind." Citizens have been forced to take precautions against the burglar, and the hold-up man.

Mr. Hardwareman, you can be of great benefit in your locality, and can make a nice profit for yourself, if you act as agent for Dennisteel Safes for house or office.

DENNISTEEL

Office Safes Lockers House Safes Material Cabinets

Provide the necessary safety against loss by fire and theft. They are much less expensive than the old type of safe, and much neater in appearance. Write for illustrated folders on these lines and get particulars of our agency proposition.

We Also Make

Steel Lavatory Compartments, Steel Shelving, Steel Chairs and Stools, Steel Bins, etc.
Ornamental Iron & Bronze.

Commercial Wirework of all kinds
General Builders' Ironwork
"Boca" Solid Steel Sash

Halifax
Montreal
Ottawa
Toronto
Hamilton

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Windsor
Winnipeg
Calgary
Vancouver

IM

Pipe Fittings

Our Malleable Fittings are made from Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads.

Also we carry in stock a complete line of malleable silo lugs, washers, clevises, whiffletree hooks, and link chain, and solicit your enquiries for the general run of malleable castings from customers' patterns.

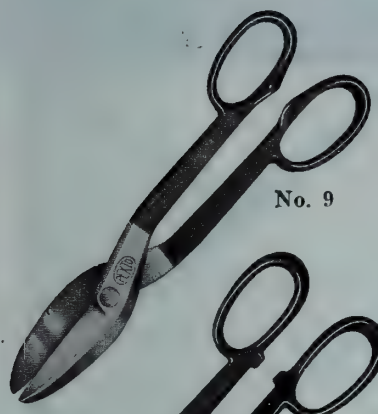
Our Motto—Quality, Service and reasonable prices.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada

If interested tear out this page and place with letters to be answered.

PEXTO GUARANTEED SNIPS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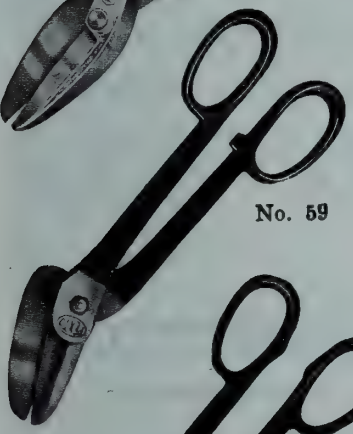
No. 49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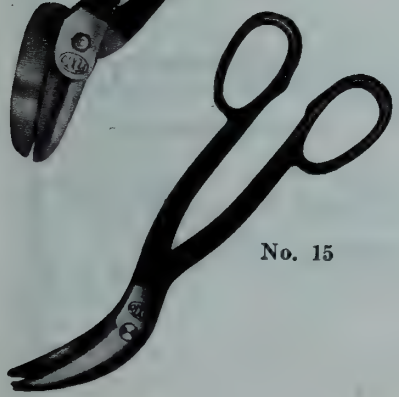

No. 15

Are You Getting Your Share of Snip Sales?

If you are not, it may be because you do not stock a large enough variety of styles.

There are more than a score of styles of PEXTO Snips in various sizes and finishes.

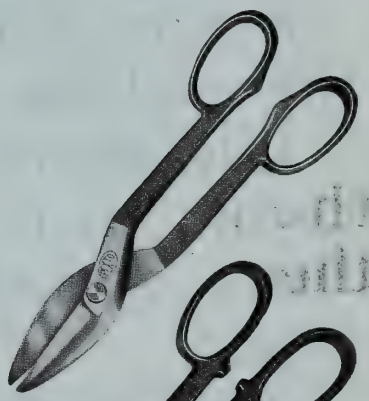
The 1819 Original is without question the highest grade snip made and is backed by more than a century of experience in snip manufacture.

The Samson Snip is second to none, excepting the 1819 Original.

There are uses and customers for all styles and sizes, and the attractive display board does most of the selling work.

Canadian Representatives:

PRESCOTT W. ROBINSON SALES CO., Limited
414 Drummond Bldg., Montreal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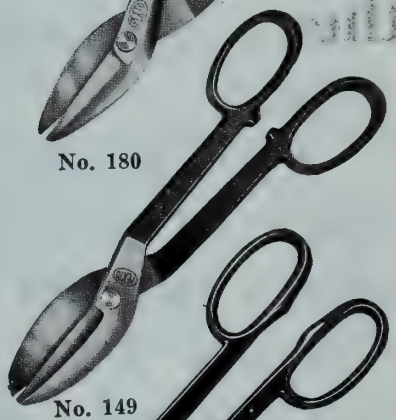
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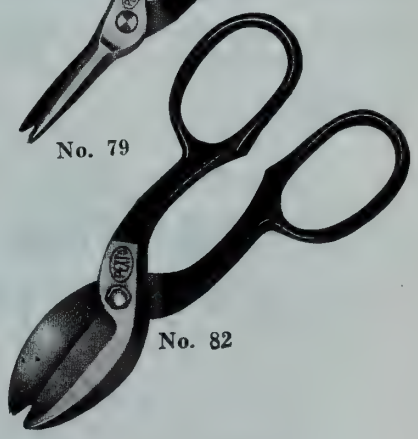
No. 79


No. 82

WORTH WHILE TOOLS

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

If interested tear out this page and place with letters to be answered.

The dealer who stocks files that are accepted as the standard among file users avoids the necessity of active selling efforts.

Such files sell themselves.

File users ask for them, and accept them without question.

This is the experience of dealers who carry one of the following five brands, accepted as the standard of file quality for over fifty years:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

The steadfast quality, dependable accuracy, and continuous advertising of Starrett Tools, has made the name "Starrett" —the strongest selling feature a precision tool can have.

The Booklet — "The Tools Mechanics Buy" — will help you build precision tool sales.

The L.S. STARRETT CO.

The World's Greatest Toolmakers

Manufacturers of

Hack Saws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

"YANKEE"
PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

The "NATIONAL" Line
OF
GUARANTEED

AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.
We want your orders, and we are going to make it to your interest to place them with us.

OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited
Montmagny, Quebec

If interested tear out this page and place with letters to be answered.

Good Tools——
Make better Sales

YOUR customers will appreciate the good points of Williams' Superior Drop-Forged Nail Hammers, for they mean efficient service.

Their heads are hard, dense and tough. The special split and pitch of the claws give a fast, powerful draw; nails can be drawn **point** first. The tapered eye and special wedges anchor the handle permanently. Its flared grip prevents all hand-slip. Their perfect balance assures increased striking power.

One good tool sells another and Williams' Hammers — made in Canada—will help to move other lines. All patterns and sizes. Catalog on request.

J. H. WILLIAMS & CO., Limited
"The Drop-Forging People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road **St. Catharines, Ont.**

Are You Ready for More Business?

Are you ready to meet the increased demand from your customers this fall for

TRADE MARK
Ventiplex
PADS

These soft, sanitary, durable pads are becoming more popular every year, in fact there is no pad that can equal Ventiplex for real all-round value and service.

Ventiplex Pads need only to be shown to be sold. Be sure your stock is complete.

Write now for prices and particulars to

The Burlington Windsor Blanket Company, Limited

Toronto - Ontario

Birkett Salesmen See Many Retail Problems
Maybe They Can Solve Yours?

Birkett Salesmen are on the move. They come in contact with many men, in many businesses, in many towns. It is not extraordinary that they should, in this way, acquire much useful information and knowledge about the experience of other merchants in solving problems.
Perhaps just such a difficulty in merchandising, advertising, accounting, buying, or some phase of the complex retail store confronts you now.

It is to your interest, to our interest and to the Birkett Salesman's interest that your difficulty be overcome; so, ask the Birkett Salesman. He'll help you all he can.

Thos. Birkett & Son Co.
LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

If interested tear out this page and place with letters to be answered.

NAILS WIRE

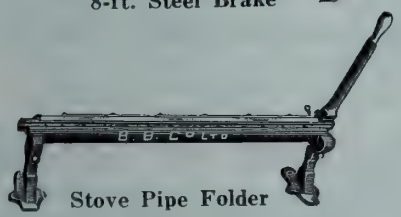
The Only
Canadian
Steel Makers
Using Raw Materials
Mined Entirely Within
The British Empire.

PROMPT SHIPMENTS
FROM OUR COMPLETE STOCKS
AT MONTREAL, ST. JOHN, N. B. and
SYDNEY, N. S.

Dominion Iron & Steel Co., Ltd.

120 St. James St. **Montreal**

8-ft. Steel Brake



Stove Pipe Folder

Foot Squaring Shear

Boost Annual Net Profit

Where does Annual Net Profit come from? It is the total of all the real profits of the year.

Quick turnover of investment, or rapid operations, on small margins bring greater annual net profits, as a rule, than slow turnover of investment with large profit. "Fast nickels beat slow dimes." To increase the number of operations—in other words, the number of small margin profits that make up the annual net profit—use Brown, Boggs Sheet Metal Working Tools. They are especially designed to increase your annual net profit. Investigate! Write today and let us show you how more money can be made in your shop.

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery.

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

OUR SECRET OF HIGHER QUALITY

In no other factory are hack saws produced by the same methods that are used in making Star Hack Saws.

Exclusive machinery and methods, invented and still supervised personally by Geo. N. Clemson, allow us to produce Star Saws by large-scale production, and maintain a higher uniform quality than can be made by old-fashioned methods.

Star Saws are now sold by the factory in Middletown that has always made them.

CLEMSON BROS., INC.
Middletown, N. Y.
Makers since 1883.
Canadian Office and Warehouse:
304 Imperial Office Building
Hamilton, Ontario.

STAR HACK SAWS

Now Sold by
CLEMSON BROS. INC.
MIDDLETOWN, N.Y.
Makers Since 1883

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canaaa

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

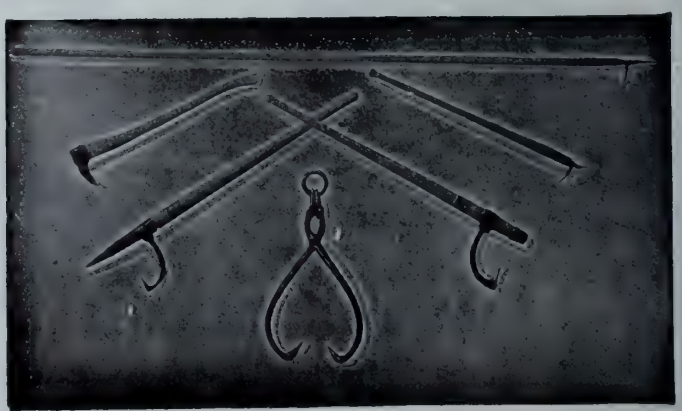
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

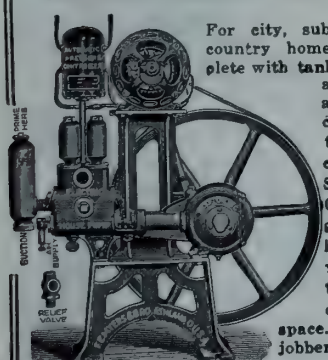
Harris Heavy Pressure BABBITT METAL

ABSOLUTELY
BEST FOR ALL MACHINERY BEARINGS
Hundreds of tons in use.

THE CANADA METAL CO, Limited
WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

If interested tear out this page and place with letters to be answered.

Keystone Reversible Ratchet

Combination No. 200

A Proven Record For Good Sales

This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

If your jobber cannot supply the demand, write us.

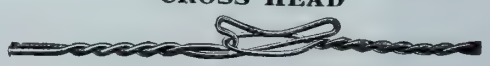
The Keystone Mfg. Company,
Postal Station "B" Buffalo, N. Y.

Bale Ties
NAILS WIRE

Laidlaw
In World-Wide Use

SINGLE LOOP

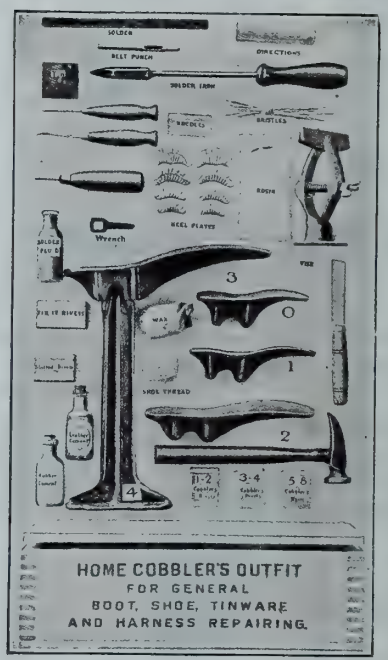
CROSS HEAD



The Laidlaw Bale-Tie Co.
Limited
Hamilton - - Canada

AGENCIES:
A. T. Diggins, Stair Bldg., Toronto: H. E. O. Bull, 184 Mance St., Montreal; M. Bryan, 24 Aldgate, London Eng.; Norman Jessiman, 505 Hastings St. West, Vancouver, B. C.; Harry F. Moulden & Sons Confederation Life Bldg., Winnipeg, Man.

"ECONOMIZERS"

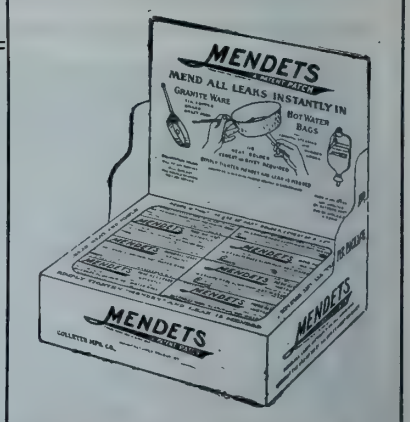


There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of to-day. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs — tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

MAXWELLS, LIMITED
St. Marys, Ont.

MENDETS
A PATENT PATCH



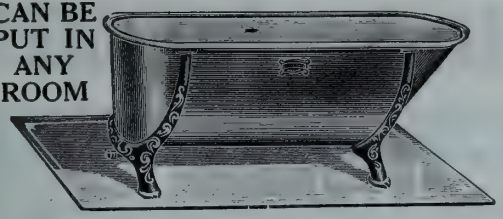
These quick cures for leaking utensils are a mighty handy source of extra profit for the hardware merchant.

A box of Mendets displayed on the counter will sell themselves while you are busy with other sales.

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them

If interested tear out this page and place with letters to be answered.

CAN BE PUT IN ANY ROOM



PROFITS in Country Trade

This advertisement is of interest to you if you number among your customers people who live in country localities without city conveniences.

TWEED ENAMELLED STEEL **BATHS**

give country folk all the advantages of a modern bath room at a very small cost. Made of galvanized steel enamelled and installed without plumbing, they fill a long-felt want for those who have been suffering from the lack of adequate home conveniences.

Write us for price lists and further particulars about these baths as well as the Tweed Sanitary Closets and other home conveniences.

THE STEEL TROUGH & MACHINE CO. LIMITED

TWEED - ONT.

The Hooker Crate Opener

The best pocket tool for opening boxes, crates, barrels, prying off lids, and hammering. Every one is warranted. The cleft or "hook" makes it effective for pulling nails that cannot be drawn by the common crate opener. Nails can be gripped in almost any position at just the right angle to pull easily. One face of the hammer is scored, the other, plain polished. Weighs 15 ounces, and is 9 inches long.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Sales Representative:
W. J. LATIMER, 122 Hilton Ave., Toronto

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety —in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind with an unusual finish. They are profitable to handle. Write today for prices and information. It will pay you.

THE UNION IRON & METAL CO. LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

TRIMO

THE WORD TRIMO

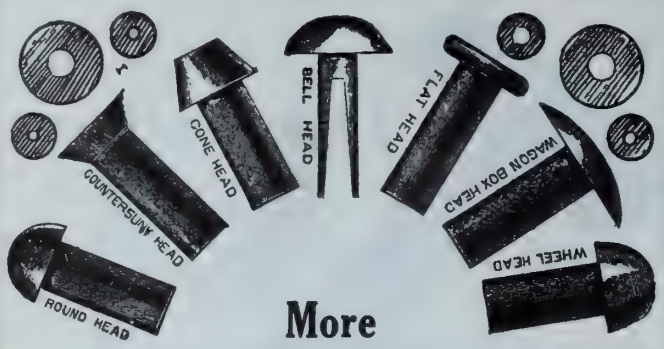
Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make Trimo Pipe Wrenches superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

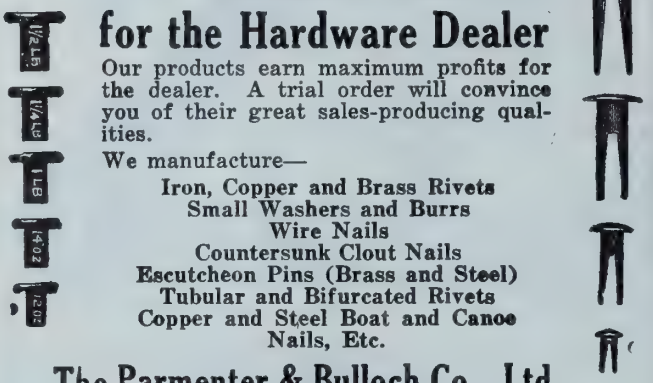


More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

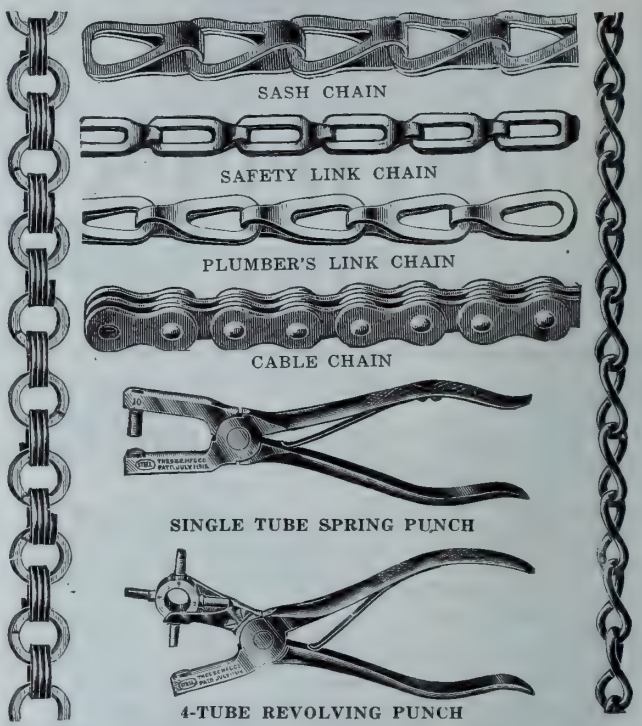


The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.

Bridgeport, Conn.

"ORIGINATORS OF SASH CHAIN"

JARDINE TOOLS

Tire Upsetter No. 2.

TIRE UPSETTER NO. 2. This durable machine has a very quick grip. Both the eccentrics being raised and lowered by one lever. It has a strong and sure grip. The eccentrics and jaws are faced with tempered steel. The tire cannot slip.

It is extremely durable, because it is made of heavy castings, strong enough to stand the very heavy work for which it is designed. All the pivot pins are of steel; the eccentric strap is a heavy forging. In fact, the whole machine is well and substantially made throughout.

This machine upsets tires up to four inches wide. We have on hand repair parts to replace those worn out in use on this and other Jardine Tools.

Ask for Catalogues.

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It"

Wheeler & Bain

Limited

Toronto, Canada

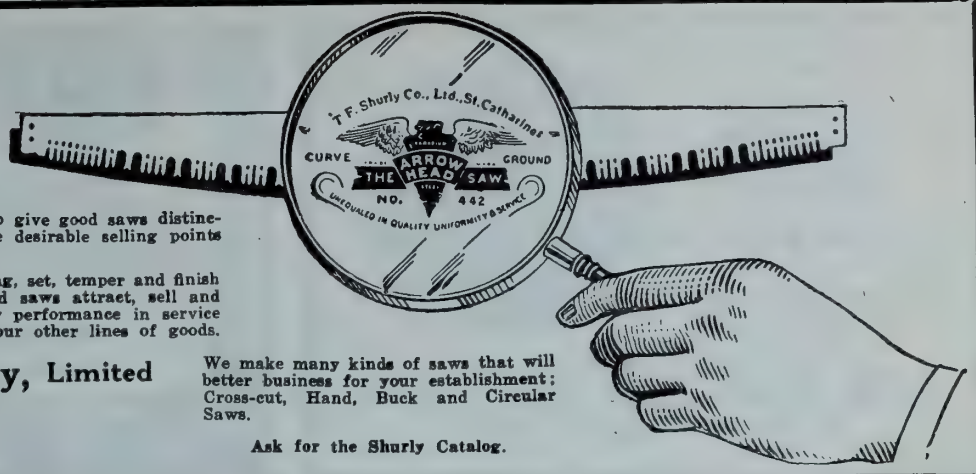
If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

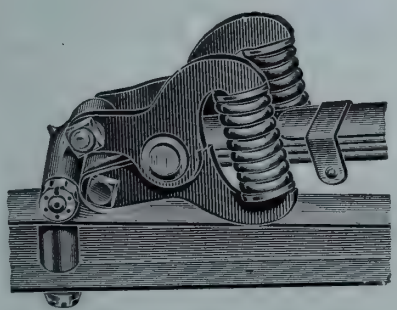
"WELLWORTH"

ALUMINUM COMBINATION COOKER

SERVES A DOZEN PURPOSES

Wentworth Manufacturing Co.
Hamilton, Canada

Star W-X Shock Absorber FOR FORD CARS



Star W-X Shock Absorber for Ford Cars. Simple and easy to attach without extra tools; merely put in place of the removed shackles. Rigid against end or fore-and-aft movement, but offers no interference with regular Ford spring mountings.

Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto

Star Specialty Manufacturing Company
227-233 West Erie Street Chicago, Illinois

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.
Limited
Galt - Canada

E. M. DICKINSON'S

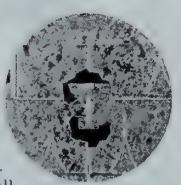
CARVERS
CASED GOODS
TABLE CUTLERY

BUTCHERS'
HUNTING &
POCKET KNIVES

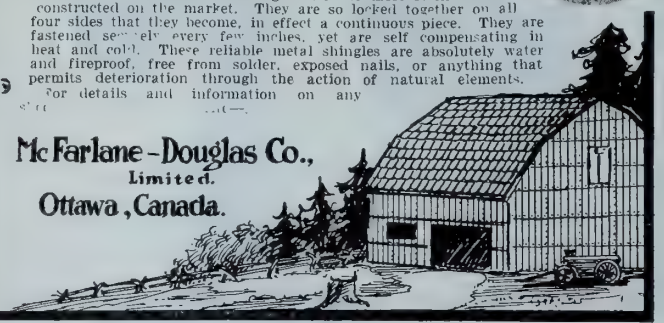
CUTLERY.

"CROWN" METAL SHINGLES

Securely Locked On All Four Sides



"Crown" Lock-All-Around Shingles are the most scientifically constructed on the market. They are so locked together on all four sides that they become, in effect a continuous piece. They are fastened securely every few inches, yet are self compensating in heat and cold. These reliable metal shingles are absolutely water and fireproof, free from solder, exposed nails, or anything that permits deterioration through the action of natural elements. For details and information on any



McFarlane-Douglas Co.,
Limited.
Ottawa, Canada.

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.

Pedlar's

Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa
Toronto, Winnipeg, Calgary, Vancouver

STERLING TWINES

Made of
FLAX, JUTE, HEMP, COTTON, YUCATAN
Manufactured by

The J. R. Sterling Twine Company, Ltd.
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

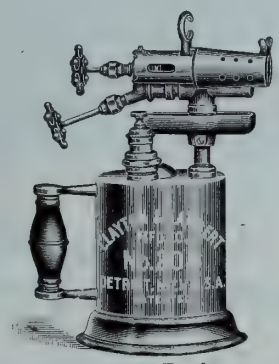
82 McGill Street Montreal, Canada

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made.

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER



No. 208 Torch.
List Price, Each, $17.00.
Ask for Discount.

NOW IS THE TIME

To have on hand a full stock of C. & L. Torches and Fire Pots. The demand will be large during the Fall and Winter months. Your customers' needs are urgent. They will be pleased with the No. 208 DOUBLE NEEDLE TORCH. It produces about 300° more heat than any other make and is dependable. It is wind and weather proof. Burns Gasoline or Kerosene. Burner needle is BLUNT, making it impossible to enlarge the orifice and ruin the burner as with burners having sharp - pointed needles. Jobbers supply at factory price. Send for our latest catalog.

Clayton & Lambert Mfg. Co.

0 15 Knodell Ave., Detroit, Mich. U.S.A.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

K--T Clothes Line Pulleys or Well Wheels

Roller Bearings and a positive rope guide make them good sellers. They are lighter, and stronger, and don't squeak. We also make: K-T Cobbler Sets, Coal Chutes, Clean Out Doors, Well Wheels, Window Weights, Horse Weights and Builders' Castings.

The Katie Foundry

Galt Ontario

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

Maple Leaf Stitched Cotton Belting

Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write to-day.

The Dominion Belting Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

This is the Supreme Test of the Waterproof Quality of

Canuck Shot Shells

From December, 1919, until January, 1921, an old canvas bag containing 100 Canuck Shot Shells lay in the remote wilds of Sidney Island. Winter rains drenched these shells. Summer's hot sun beat down relentlessly upon them. Heat, cold, and moisture, the winds of the Pacific—all the elements that rot and decay—sought to destroy these shells, but **they stood the test.**

They Chambered, They Fired, They Patterned

Here's the story as told in a letter by Mr. F. W. Stevenson, broker, of Victoria, B.C.:

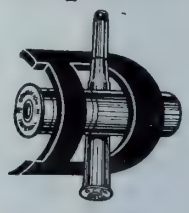
> "While shooting at Sidney Island in December, 1919, my companion had the misfortune to mislay and lose a heavy canvas bag containing about 100 Canuck Shells. In January this year, at the same place, another friend of mine recovered this particular bag and after allowing these shells about six months to dry out, I found to my surprise that apparently these shells, after two seasons, in all kinds of weather, are as good as ever, as far as shooting qualities are concerned."

Tell your customers this story of the waterproof qualities of Canucks. It will help you to build a permanent trade of satisfied customers.

Dominion Cartridge Co., Limited

Owned and Operated by

Canadian Explosives, Limited



Halifax Montreal Toronto Sudbury Winnipeg Vancouver

If interested tear out this page and place with letters to be answered.

For a Quick Turnover
The Savage Combination Kit

A durable box with reinforced metal corners, hinges and handle. Completely plush lined with profiled partition. Light weight. Convenient size. Contains M/99 Savage Rifle chambered for the new Savage .300 Cartridge, the .410 shotgun barrel and cleaning rod. Space for accessories.

A quick turnover. It's going to sell itself anywhere it's placed in a window.

Our consumer advertising says "Watch your Dealer's Window." They will. And the attractive appearance of this latest Savage convenience with the special price offer will do the rest.

Put it in your window and you'll owe many other sales to the Savage Combination Kit.

Place your order now so you can dress your window early. Then find out about our special price to anyone who buys the complete outfit.

It's a business getter for you *this Fall!*

SAVAGE ARMS CORPORATION
UTICA, N. Y.
EXECUTIVE AND EXPORT OFFICES: 50 CHURCH ST., NEW YORK
Owners and Operators of
J. Stevens Arms Company, Chicopee Falls, Mass.

SAVAGE

Your Store is Just as Good as the Quality of Your Merchandise --Plus Its Service

The Burgess Line carries with it a reputation unequalled for utility, dependability, and service.

Burgess products enable you to give service equal to that of the biggest stores anywhere. They are backed by an unqualified agreement to promptly replace any Burgess Product that does not give entire satisfaction.

Put Your Store in the Quality Class with Burgess Flashlights and Batteries

Order From Your Jobber

BURGESS BATTERIES

Limited

Head Office and Works
WINNIPEG

Laboratories
MADISON, WIS.

SALES OFFICES

Chicago New York Kansas City St. Paul

"SAVE THE SURFACE AND YOU SAVE ALL"

Hardware and Metal

Vol. XXXIII. No. 42 | THE MACLEAN PUBLISHING COMPANY, LIMITED | PUBLICATION OFFICE : TORONTO, CANADA | October 15, 1921

It's Good if It Has A Martin-Senour Label

Made in Canada
Sold on Merit

Guarantee

WE GUARANTEE THE MARTIN-SENOUR 100% PURE PAINT (except inside white and a few dark shades that cannot be prepared from lead and zinc) to be made from pure white lead, pure oxide of zinc, with coloring matter in proportionate quantities necessary to make their respective shades and tints, with pure linseed oil and turpentine dryer, and to be entirely FREE from water, benzine, whiting and other adulterations, and SOLD SUBJECT TO CHEMICAL ANALYSIS.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

Good in the sense that the Quality is there — the Quality that appeals to the customer who buys paint for appearance and durability.

Martin-Senour 100% Pure Paint and Varnishes

are a complete line of Paint and Varnish Products that mean prestige and profit for the man who sells it and unstinted satisfaction for the man who buys.

Dealers looking for a better paint agency connection would do well to analyze the Martin-Senour Agency plan. The Quality of the products plus the sales promotion plans and intelligent co-operation which it offers make it well worth investigating.

Detailed particulars on request.

"Save the surface and you save all" Paint & Varnish

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

Seasonable Suggestions

DON'T put off making your Christmas purchases until the last moment.

Send in your order NOW for Pexto Christmas Sets so that you will receive the goods in ample time to meet the Christmas demand for them.

Always appealing to a large class of users, Chisel Sets, Bit Sets and Brace and Bit Sets, attractively packed in special containers, assortments consisting of the most popular sizes of each line; will make fine Christmas leaders for your store.

The Chisel Sets and Bit Sets can be furnished in either the attractive wooden box as illustrated, or the handy canvas roll.

They sell readily, for their superior quality is apparent at a glance. And of course they are backed by the Pexto Oval, an assurance that they will not belie their looks.

Canadian Representatives:

PRESCOTT W. ROBINSON SALES CO., Limited

414 Drummond Bldg., Montreal

PEXTO

Worth While Tools

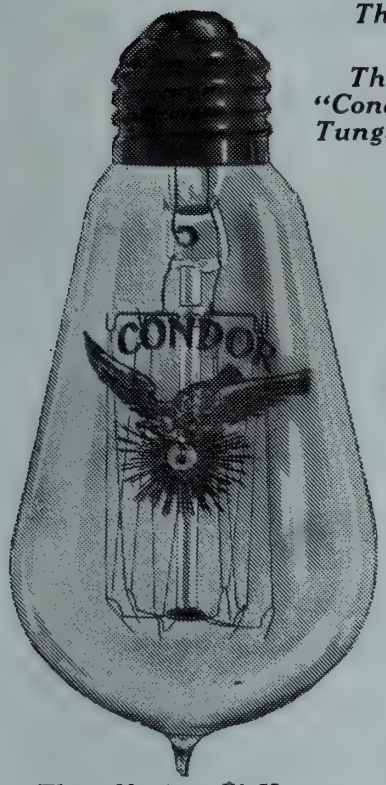
THE PECK, STOW & WILCOX CO.

Southington, Connecticut, U.S.A.

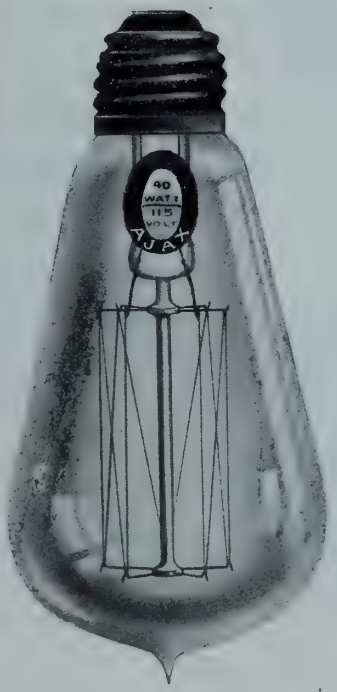
'RICE LEWIS' NEWS

The "Majestic" Heater

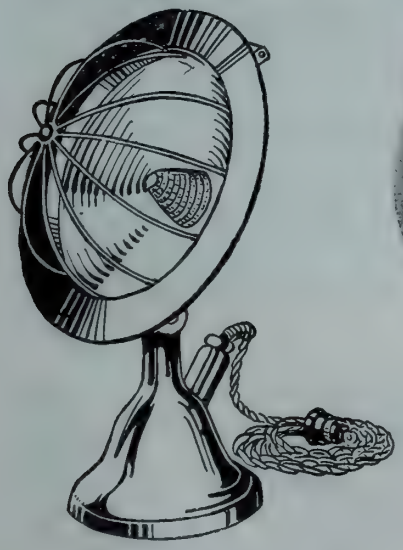
The "Condor" Tungsten



The Ajax Tungsten



The "National" Heatray



The Canadian Winter Home Needs Plenty of Heat and Light

Electric Lamps — With the lengthening evenings comes the increased demand for better lighting. Place your orders with us for "Ajax" and "Condor" lamps in either Tungsten or Nitrogen styles.

Electric Heaters — This Fall will bring an unprecedented demand for Electric heaters. We can supply you with the "National" or the "Majestic"—two popular lines of proven worth.

Electric Heating Pads — Winter with its cold nights and various epidemics always increases the sale of these comforts. We sell the Hotpoint disc and flexible styles.

Charcoal Foot Warmers — Even in the home these Foot Warmers are serving a useful purpose, especially in country homes. Their primary use is, however, for driving. The "Taplex" can be supplied by us on short notice.

Weather Strip — The cold kept out and the heat kept in means much to the coal bin. We stock tried and proven styles, of metal, felt and combination wood and felt door and window weather strips.

Door Checks — Another source of heat leakage is the door that's left ajar. The "Corbin", "Yale", "Sargent", and "Richard Wilcox" door checks meet all requirements. We supply them.

Eveready Flashlights — Though not home lighting in the sense electric lamps are, the flashlight is a home necessity of every day use. We carry a complete range of "Eveready" Flashlights."

The "Taplex" Foot Warmer

The "Hotpoint" Heating Pad

Drop a card today for prices on any of the above mentioned lines. We ship promptly.

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis" Man or Write Direct

If interested tear out this page and place with letters to be answered.

BIG BUSINESS FOR DEALERS IN ENAMELED WARE THE CLEAN WARE

DON'T BE STAMPEDED by mushroom growths of other styles of kitchen ware. Do just a little quiet sleuthing in kitchens where you have the entree, kitchens where you have the entree and you will find that, after all, there is nothing in the kitchen so dear to a sensible housewife as her enameled ware cooking utensils.

It's Woman's privilege to change her mind now and then, but it does not stay changed long when she takes a sudden flare for other styles of kitchen utensils.

She'll come back to enameled ware sooner or later, considerably wiser after her experiment.

Enameled ware carrying the **SMP** trade mark of quality is to be found in three-times-a-day use in every nook and cranny of the Dominion.

And the time is rapidly approaching when **SMP** Enameled Ware—Pearl Ware, Diamond Ware and White Ware—will be sold in ever-increasing volumes to the great army of appreciative, sensible women.

There's **good** profit, **steady** profit, **well-earned** profit for you as a dealer selling **SMP** Enameled Ware to your women clients.

The lines include every article any woman could ask for, in the sizes and shapes she has found best suited to her needs.

Speed-up enameled ware! Be fair with your women customers and recommend the ware that will serve them best and longest—Enameled Ware—the Clean Ware.

Shipments Made Promptly

SMP "QUALITY"

The Sheet Metal Products Co., of Canada Limited

Montreal Edmonton TORONTO Vancouver Winnipeg Calgary

SMP "QUALITY"

If interested tear out this page and place with letters to be answered.

UNIVERSAL

Garage Door Sets

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Customers that have enjoyed the benefits of the Universal Set are sure to return to your store for other lines. Canada Steel Goods are always builders of trade.

Packing

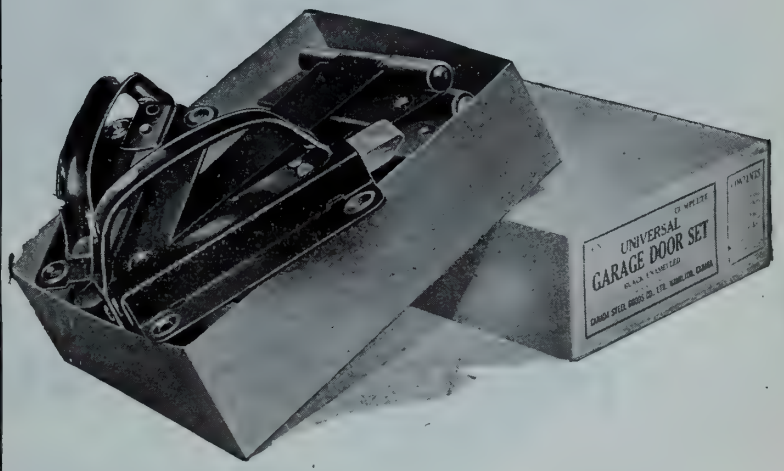
That Reduces Selling Costs

by saving selling time in the handling—no hunting and unwrapping. C. S. G. Co. products "are there"—complete even to the screws.

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056 x 6 inch Wrought Steel Chain Bolt.
1—No. 1056 x 6-inch Wrought Steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

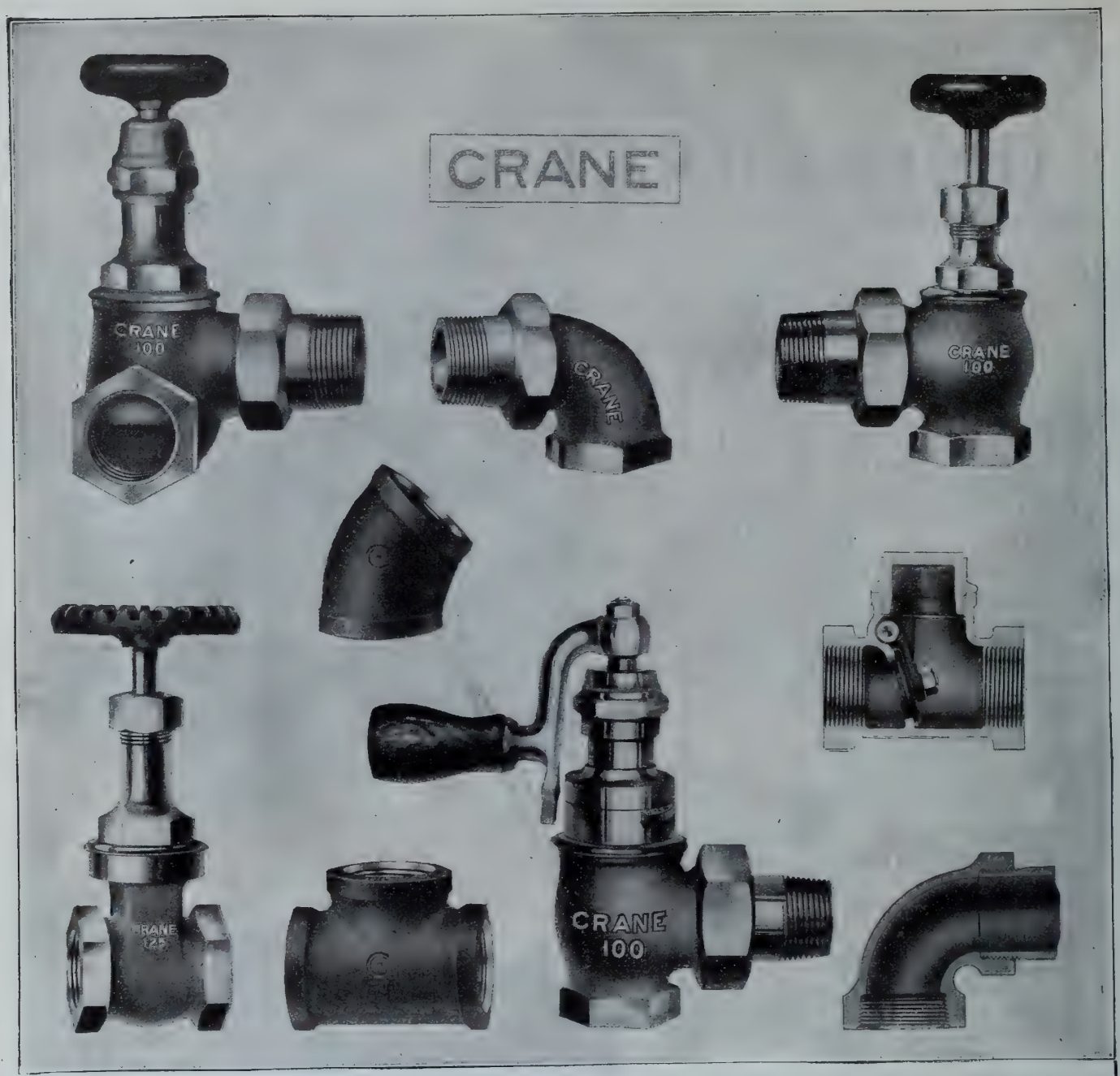
This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case.

Ask for Prices



Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.



CRANE VALVES AND FITTINGS FOR HEATING AND VENTILATING

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

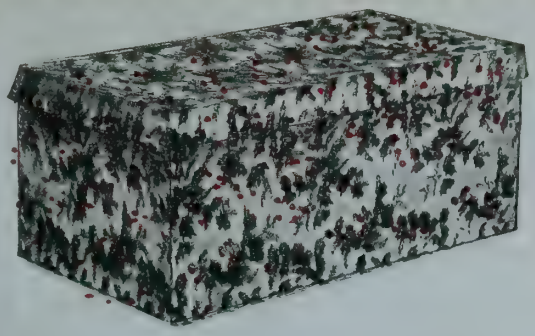
Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA.

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM.

.2

If interested tear out this page and place with letters to be answered.



FOR CHRISTMAS TRADE

"DURO"

ALUMINUM WARE

IN ATTRACTIVE HOLLY BOXES

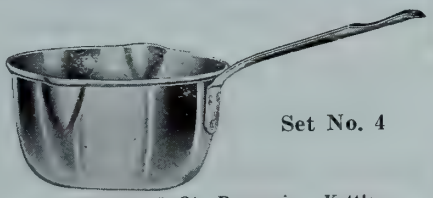
Space does not permit us to illustrate the complete range of Holly Box Sets (twelve) but folders describing all of them will be mailed upon request. "Duro" Holly Sets were big sellers last Christmas—Your customers will snap them up quickly—order sufficient quantity to take care of your Christmas trade.

Set No. 10. No. 170 Oval Roaster (Seamless)

Set No. 8. No. 165

Tea Kettle, 5 Qt.

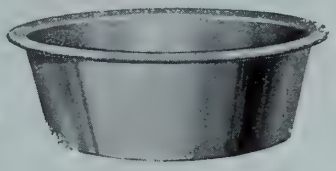
Welded Spout



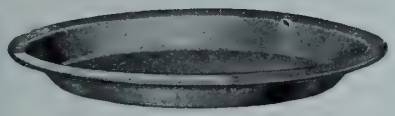
Set No. 4

1—No. 32—5 Qt. Preserving Kettle.
1—No. 21—1 Qt. Double Lipped Sauce Pan
1—No. 52—2 Qt. Pudding Pan
1—No. 60—10 Inch Pie Plate

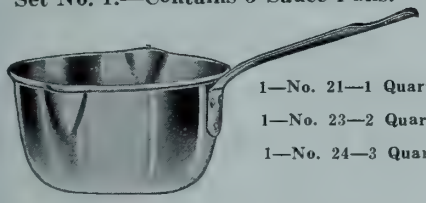
Set No. 6



No. 99 Casserole.



Set No. 1.—Contains 3 Sauce Pans.



1—No. 21—1 Quart Double Lipped Sauce Pan
1—No. 23—2 Quart Double Lipped Sauce Pan
1—No. 24—3 Quart Double Lipped Sauce Pan

Set. No. 11

Contains No. 350 Coffee Percolator, eight cup

Leading jobbers handle "DURO"

Made-in-Canada by

DURO ALUMINUM, LIMITED

Successors to **W. D. Shambrook & Co. Hamilton**

W. D. Shambrook, *President.*

Set. No. 9. No. 315 Duchess Tea Pot, 4 Pt.

If interested tear out this page and place with letters to be answered.

Nor'-West Farmer Hardware Advertisers in 1921

Alberta Dairy Supplies, Ltd.
Alabastine Co., Ltd.
Andrews Wire Works of Can., Ltd.
American Pad & Textile Co.
Anthes Foundry Co.
Banwell Hoxie Wire Fence Co.
Beatty Bros. Ltd.
Beaver Board Companies.
Boston Varnish Co.
Breen Motor Co., Ltd.
Brandon Pump Co.
Brandram-Henderson, Ltd.
Brantford Cordage Co., Ltd.
Burlington Products, Ltd.
Cadillac Motor Sales Co.
Canada Dry Cells.
Canadian Steel & Wire Co., Ltd.
Canadian Oil Companies.
Canada Paint Co.
Canadian Linderman Co.
Clare Bros. Western Ltd.
Cockshutt Plow Co.
Chicago Flexible Shaft Co.
Champion Spark Plug Co. of Can., Ltd.
Coleman Lamp Co.
De Laval Co. Ltd.
Thos. Davidson Mfg. Co.
Delco Light Co.
Dominion Steel Products, Ltd.
E. B. Eddy Co., Ltd.
Fortuna Cream Separator Co.
Frost Steel & Wire Co., Ltd.
G. L. Griffith & Sons, Ltd.
Gurney North-west Foundry Co.
Hudson Mfg. Co.
Hall-Zryd Foundry Co.
Imperial Oil Co., Ltd.
Ideal Fence & Spring Co. of Canada.
R. A. Lister & Co.
Lisle Mfg. Co.
Lodge Plugs, Ltd.
Louden Machinery Co.
London Concrete Machinery Co.
McClary Mfg. Co.
Marshall Wells Co., Ltd.
Martin-Senour Co., Ltd.
Manitoba Gypsum Co., Ltd.
Maytag Co., Ltd.
Metallic Roofing Co., Ltd.
Monitor Stove Co.
Neverslip Works, Ltd.
Northern Electric Co.
North Star Oil & Refining Co.
Peters Pump Co.
Pedlar People, Ltd.
Pease Western Foundry, Ltd.
Planet Jr. Implements.
A. Ramsay & Son Co.
Richards-Wilcox Canadian Co.
A. Schrader & Co.
Simonds Saw Co.
Shinn Mfg. Co.
Sheet Metals Products.
Standard Chemical Co.
Standard Paint Co.
Swedish Separator Co.
Western Steel Products.

Which Sold the Best ?

During the re-adjustment period, the worst of which is over, did you find that advertised goods were the mainstay of your business? Is it true that unadvertised lines became dead stock and a loss? Have you determined, with other leading dealers, that in future goods must be well known to your customers before you will stock them?

In Western Canada goods are not as well and favorably known to farmers as they should be until they are advertised in The Nor'-West Farmer. Forty years of service as the pioneer, practical farm journal, have given this paper a special place in the homes of the West's best farmers who are buyers of 85% of the goods sold by retailers. They look to its pages for farming and buying guidance.

The firms listed on this page have advertised their products to the farmers of your district through our pages during 1921. They have helped you sell when selling was hardest. Their goods will produce quicker turn-over and bigger profits during the fall and winter trade revival.

Advertising in The Nor'-West Farmer is business insurance for you on which the manufacturer pays the premium. Select the best sellers by watching its pages.

The Nor'-West Farmer

The Pioneer Farm Journal of Western Canada

Winnipeg - Canada

If interested tear out this page and place with letters to be answered.

Yes, Decorative Wall Burlaps Are Lower Than They Have Been FOR YEARS.

This, Mr. Dealer, is an excellent selling argument for you right now. For you realize full well that every would-be purchaser has "held off" buying because he argued prices were too high.

DECORATIVE WALL BURLAPS

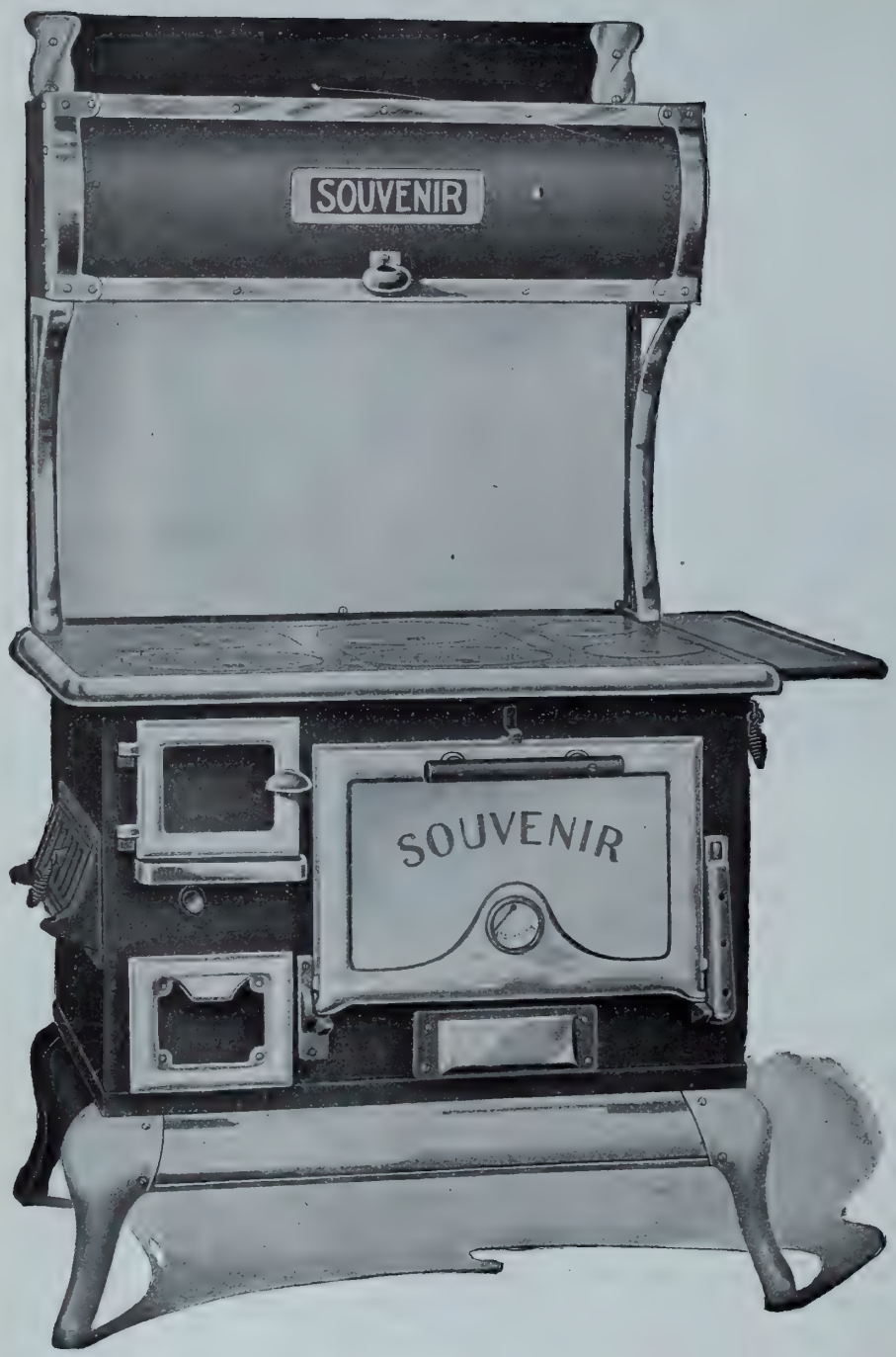
should be kept prominently displayed where every prospect will see them and where their merits can be readily described. Your assortment will take up only a few square feet of space and many more sales will result when they are so shown.

Lay the foundation NOW for a big sale of these wall coverings this fall. Put in a stock of the widths you prefer—they will not call for a big investment—and stimulate your Builders' trade.

These sizes are now available in three shades—green, drab and white;—Length of rolls 30 and 60 yards and widths 30, 36, 45, 54, 60, 72 and 90 inches..

LET US SEND YOU OUR BURLAP SIGN—IT'S FREE

DOMINION OILCLOTH & LINOLEUM CO. LIMITED
MONTREAL



THIS week we illustrate another "Souvenir" winner, known as the Briton Souvenir Steel Range which is in a class by itself for making quick sales owing to its exceptionally low price.

Although low in price, the Briton has the usual Souvenir quality and appearance built into it and will satisfy every requirement of the person who buys it.

If desired we can furnish it with reservoir and fancy high closet with white enamel splash back, tile effect; and with mirror over warming closet.

Order a sample Briton Souvenir to-day. We feel sure it will please.

Write for Catalogue No. 78 showing complete line of stoves, ranges and heaters. Also large attractive stove hangers used for store and window display. Catalogues, hangers, circulars, prices free on request.

Also write for folders describing our famous New Idea Warm Air Furnaces, pipe and pipeless styles.

Briton Souvenir Steel Range

Made in one size only—No. 9-R, with 18 inch oven.

The Hamilton Stove & Heater Co., Ltd.

Successors to the GURNEY TILDEN CO., Limited, Hamilton

75 Years Successful Manufacturing
Special Quebec Representatives:
MONTREAL SUPPLY COMPANY, LTD., 16 Craig Street West, Montreal, Que.
VANCOUVER REPRESENTATIVE: 1073 Hamilton Street, Vancouver, B. C.
WINNIPEG REPRESENTATIVE: 134½ Higgins Avenue, Winnipeg, Man.

SOUVENIR RANGES

Famous for good baking
MADE IN CANADA

If interested tear out this page and place with letters to be answered.

WIRE NAILS

Blued—Cement Coated—Galvanized—
Copper Plated—Brass Plated

CUT NAILS

Standard Cut Nails, Cut Finishing Nails,
Roofing Nails, Coopers' Nails, Boat Nails

Sharp and Flat
Pressed Nails

Clinch Nails

HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL

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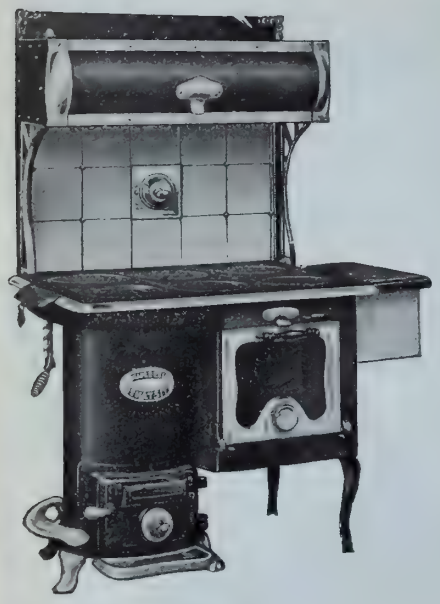
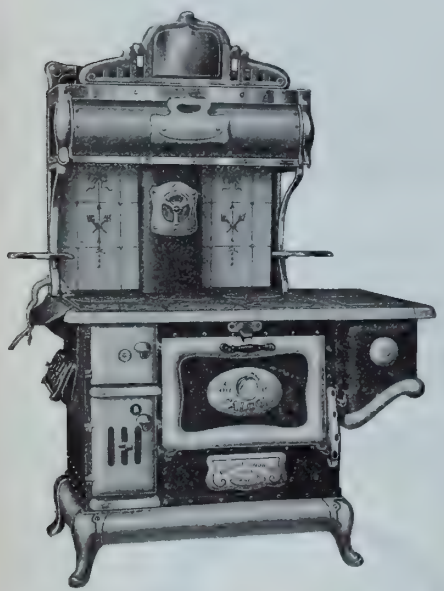


The Maple Leaf "Thatsit" Range

A side-oven, 6-hole "Quebec" range that leaves nothing to be desired. The heat units are so controlled by the new undertop that the fire must pass under all six covers. The oven is 14 x 20 x 11 ½ inches deep with balanced spring type drop door, friction catch, non-heating handle and thermometer. It has a broiler lift and a pouch feed door. It can be fitted either with a hot water boiler or copper reservoir and with or without warming closet. This is a stove that is hard to beat.



The Maple Leaf Falcon Range

An aristocratic steel range that will back up every claim you can make for it. It is made in several handsome designs which makes it an ornament in any kitchen. It gives perfect satisfaction at all times. The Falcon is both a money-maker and a friend-maker for the dealer.

IT'S EASY to stock up with merchandise--but the only kind worth the investment of your time, energy, floor space and capital is a variety that sells readily, pays a good profit and gives complete satisfaction.

The famous Maple Leaf line of stoves, ranges and heaters is a line of merchandise which completely fills this bill. We have been making stoves and ranges for eighteen years. Early in the game we decided that as we could not make all the stoves, ranges and heaters that were wanted we would make only the best. We concentrated our energies on improved designs and to-day the completed Maple Leaf line is a testimonial to the wisdom of our proceeding.

To keep up with the demand it was necessary to build a larger plant, enlarging our capacity three times. And the Maple Leaf dealer has the satisfaction of knowing that he has behind him all of these resources and the best line of stoves and heaters that can be procured anywhere.

In selling Maple Leaf heat producers you are following the line of least resistance in the way of profits.

The securing of the Maple Leaf agency for your town will be one of the wisest moves that you have ever made.

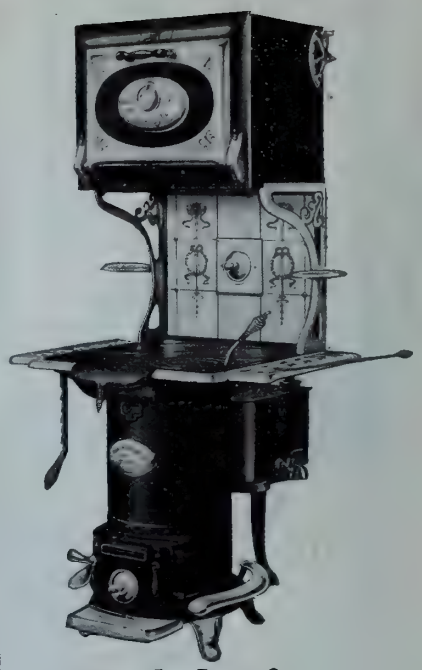
Get in touch with us today. Let us send you full particulars, catalogues, price lists and terms.

BEACH FOUNDRY LIMITED

Head Office and Factory:

OTTAWA - CANADA

Branches in Winnipeg and Vancouver



Maple Leaf Composite

This range is unique--there is nothing like it on the market. There never will be, because of its patented flue system which makes the high oven possible. It is the peer of all "Quebec" heating, cooking and baking ranges. It occupies only a small floor space. It has all the modern attachments. It burns all kinds of fuel and every woman who buys one will help you sell others.

Maple Leaf Quebec Heaters

There has never been a heat-making machine invented for this northern climate that excels in simplicity and efficiency the so-called "Quebec". It burns any and all kinds of fuel—consumes it completely — extracting every last heat unit. Maple Leaf "Quebecs" are made in many sizes and many designs—all of them are winners.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Ontario Deer
New Brunswick Moose
Newfoundland Caribou

IN THE GOOD CAMPS, ARE :

No 20, weight of head 1¾ lbs. Handle 16 inches

SMART'S HUNTERS' AXES

PRODUCED BY

JAMES SMART PLANT

BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.

The Lobsterman Knows that

Rope is something more than spun and twisted fibre.

For unless a real appreciation of the work the rope or twine must do governs the selection and preparation of the fibre, the rope itself will fail to give the greatest service.

Wherever lobsters are caught, it will be found that most of the traps are headed with Plymouth lobster twine, and as Plymouth Specialties are always preferred by those who know, so Plymouth Commercial Manila Rope gives a longer life of service than most buyers expect.

Your customers will receive that unexpected service that insures permanent satisfaction if you supply them with Plymouth—
THE ROPE YOU CAN TRUST

PLYMOUTH CORDAGE COMPANY
NORTH PLYMOUTH, MASS. WELLAND, CAN.

INDEPENDENT CORDAGE CO., LTD.
Canadian Sales Agents
Toronto, Canada

PLYMOUTH ROPE

35 Years' Experience Go Into The Making of HART MOWER FILES

The valuable steps in the progress of science, and improved manufacturing methods, have all been taken advantage of to better Hart Mower Files, whenever it has been possible to improve them.

For 35 years Hart Mower Files have been put to every possible use and test. This experience, also, has been applied to make Hart Mower Files the best of their kind.

Canadian Hart Products Limited

Hamilton, Canada

Made in Canada

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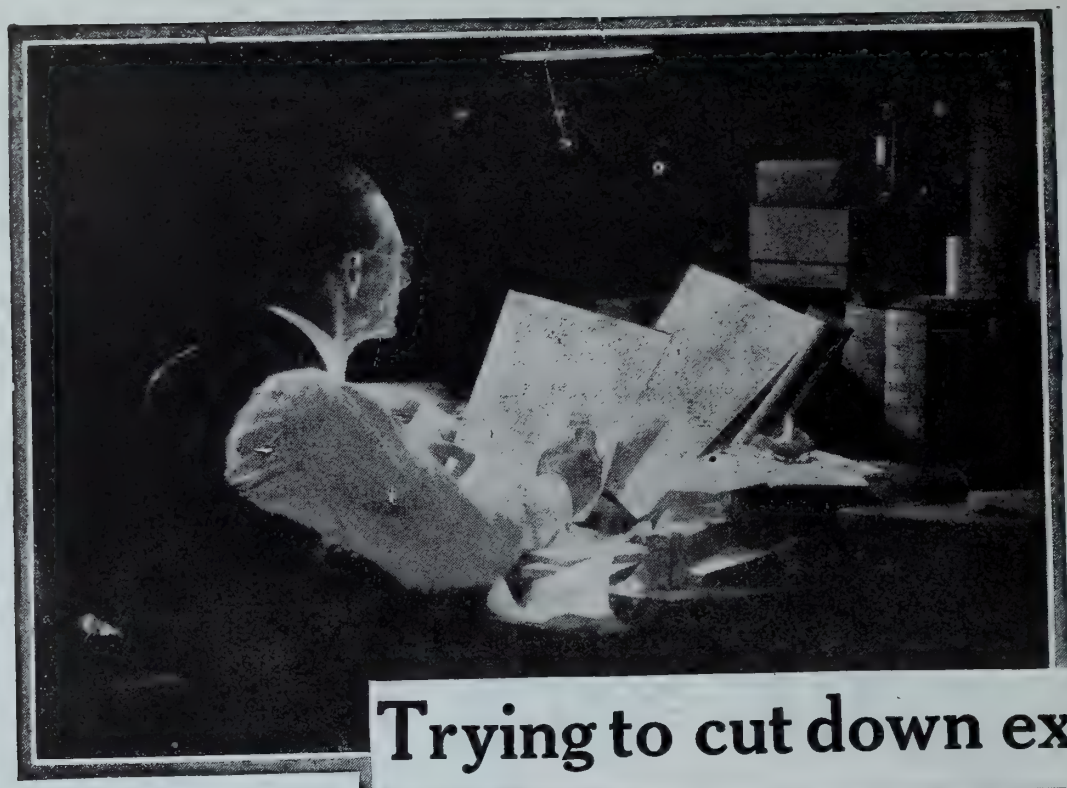


Trying to cut down expenses

New business conditions have forced every merchant to face the problems of reducing expenses.

Thousands of merchants have solved the problem by using new model National Cash Registers.

These cash registers reduce costs of selling, delivery, and bookkeeping. They stop expensive leaks and losses. They also point the way to other economies by giving merchants, every day,

necessary business facts

1 Sales made by each clerk.

2 How goods are moving in each department.

3 Amount of capital tied up in outstanding accounts.

4 Volume and profit on credit business compared with volume and profit on cash business.

5 Total of money paid out.

These facts show how, when, where, and how much to reduce expenses.

National Cash Registers pay for themselves out of part of what they save.

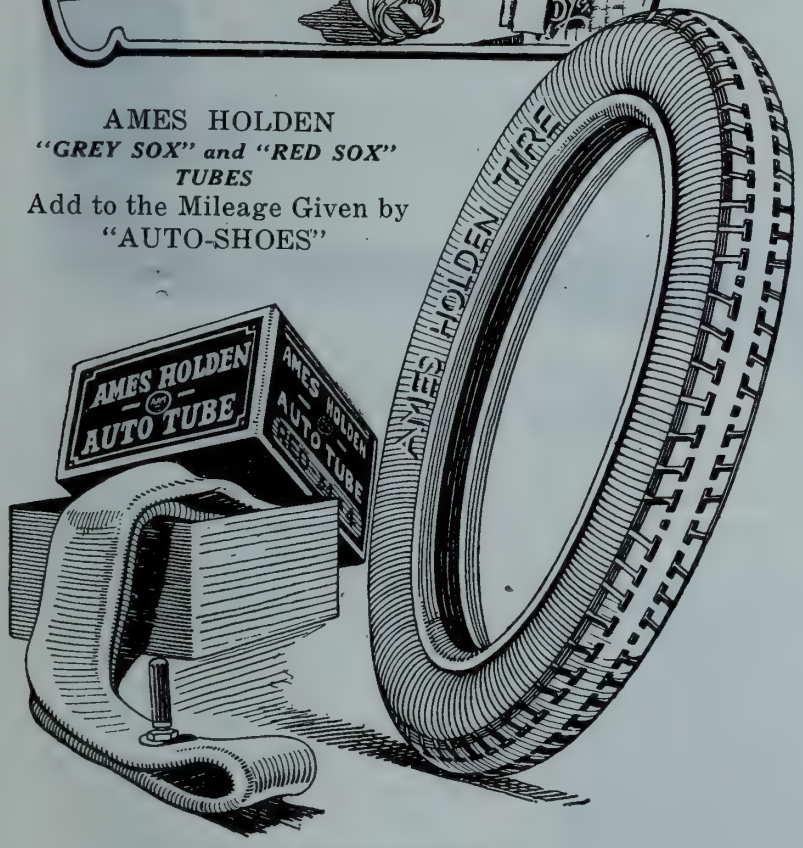
A National Cash Register is the only machine that issues a receipt, indicates, adds, prints, classifies, and distributes records *at the time of the sale*, all in one operation. No figure work. No delays. No mistakes. Just read the totals

NATIONAL CASH REGISTER COMPANY

OF CANADA LIMITED — TORONTO ONTARIO

If interested tear out this page and place with letters to be answered.

AMES HOLDEN
"GREY SOX" and "RED SOX" TUBES
Add to the Mileage Given by
"AUTO-SHOES"



AHM System

To Know Tires —Make This Test

Try one AUTO-SHOE on the southeast wheel of your own or a friend's car. Put your present best selling tire on the other wheel. After five, ten and fifteen thousand miles—compare the wear—if the other tire is still in service. Let the speedometer show you the sales possibilities AUTO-SHOES offer you.

Many AUTO-SHOES that have run over 15,000 miles are still in service—good for thousands of miles more. This better mileage means the better tire value that will increase your tire business if you are recommending AUTO-SHOES.

Your customers are learning about AUTO-SHOE lesser cost per mile—and cost per mile is the basis on which they are buying tires.

More mileage, the "satisfied customer" guarantee and the unusually generous dealer policy should interest you. Ask our nearest Sales Office to tell you about the opportunity there is, in your district, for bigger tire business with

AMES HOLDEN "AUTO-SHOES"

CORD AND FABRIC TIRES IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

Halifax St. John Quebec Montreal Ottawa Toronto London Winnipeg Regina Saskatoon Edmonton Calgary Vancouver

Our Guarantee has no Time or Mileage Limits

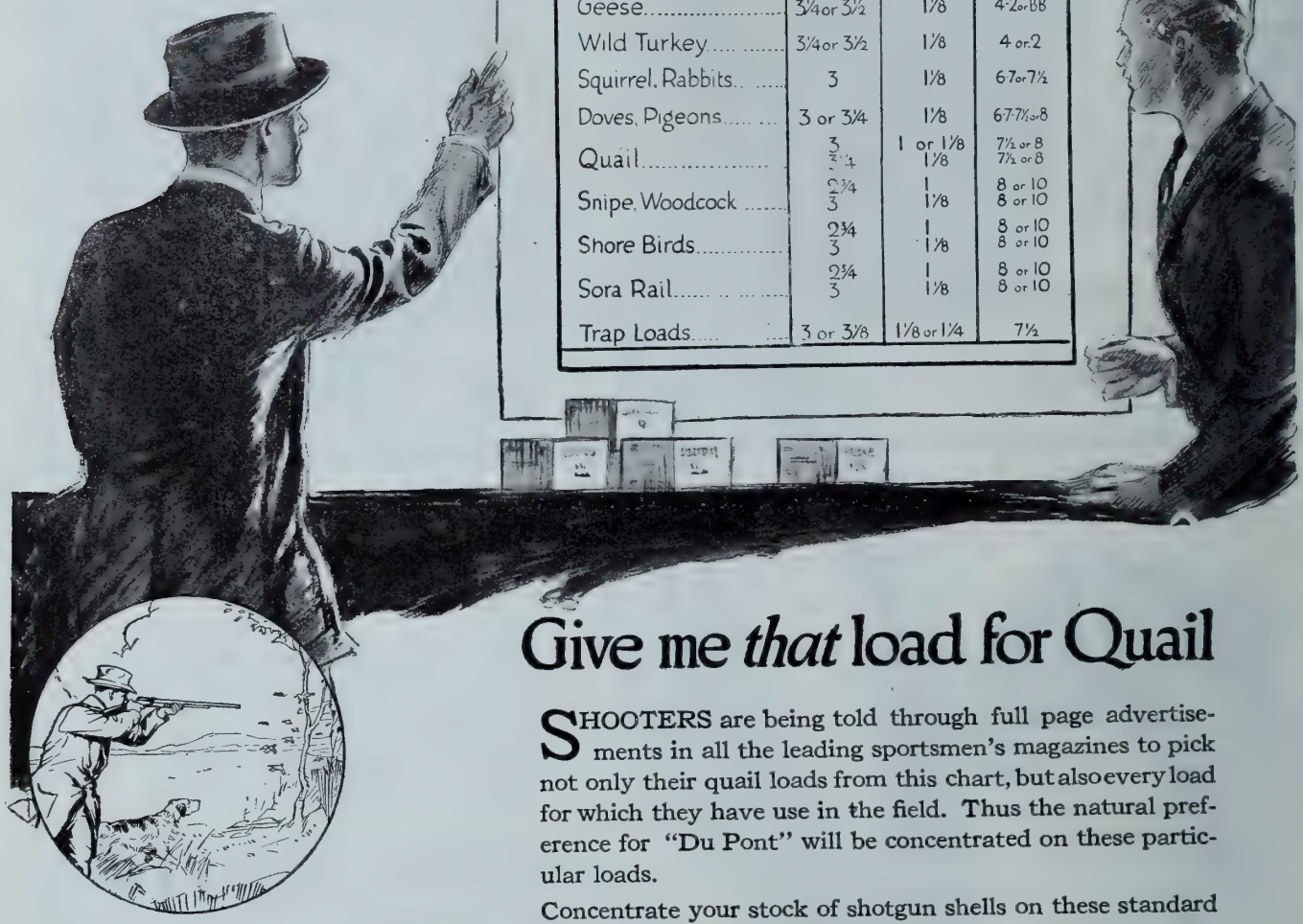
If interested tear out this page and place with letters to be answered.

"IT'S exactly what I need and I've proved it by years of good shooting. Used to try a lot of special loads but I gave that up when I found that I could get the best results by sticking to Du Pont Standard Loads as shown in that table."

DU PONT

STANDARD 12 GAUGE LOADS

	DU PONT SMOKELESS Drams	OUNCES Shot	SIZE Shot
Large Ducks	3¼ or 3½	1⅛ or 1¼	4-5 or 6
Small and Medium Ducks	3 3¼	1⅛ 1⅛ or 1¼	5-6 or 7½ 5-6 or 7½
Grouse, Partridge, Prairie Chicken	3 or 3¼	1⅛	6 or 7½
Pheasants	3	1⅛	5-6 or 7½
Geese	3¼ or 3½	1⅛	4-2 or BB
Wild Turkey	3¼ or 3½	1⅛	4 or 2
Squirrel, Rabbits	3	1⅛	6-7 or 7½
Doves, Pigeons	3 or 3¼	1⅛	6-7-7½ or 8
Quail	3 2¾	1 or 1⅛ 1⅛	7½ or 8 7½ or 8
Snipe, Woodcock	2¾ 3	1 1⅛	8 or 10 8 or 10
Shore Birds	2¾ 3	1 1⅛	8 or 10 8 or 10
Sora Rail	2¾ 3	1 1⅛	8 or 10 8 or 10
Trap Loads	3 or 3⅛	1⅛ or 1¼	7½



Standard Quail Loads:
Powders: Dupont, 3 or 3¼ drs.

Shot: Ounces 1 or 1⅛
Size: 7½ or 8

Give me *that* load for Quail

SHOOTERS are being told through full page advertisements in all the leading sportsmen's magazines to pick not only their quail loads from this chart, but also every load for which they have use in the field. Thus the natural preference for "Du Pont" will be concentrated on these particular loads.

Concentrate your stock of shotgun shells on these standard loads, and watch your turnover speed up. No dead stock of freak loads to carry over—storage and shelf space cut to a minimum—less investment and, naturally, a material increase in your profits.

We are furnishing a counter display and a steel bound card (for use by your clerks) featuring the Du Pont table of standard loads. Write for yours if you haven't already received both.

E. I. du Pont de Nemours & Co., Inc.
Sporting Powder Division
WILMINGTON, DELAWARE

DU PONT
SMOKELESS SHOTGUN POWDERS

If interested tear out this page and place with letters to be answered.

53 YEARS AGO Marks the Beginning of the Old English Gray Ware of TO-DAY

Is it any wonder Old English ranks throughout the civilized world as the highest quality gray ware—the standard by which all gray ware is judged?

Did you ever put a piece of Old English alongside some other gray ware and note the high gloss, the uniform mottle, and the light, clean gray color of the Old English?

Did you ever test the tenacity of Old English enamel along with some other gray ware?

If not, do so.

You have a great sales advantage in selling a different line of enamelware than your competitor.

You can now buy Old English Gray Ware, made in Canada by Canadian workmen. You save all of the duty and much of the freight. Get in touch with your jobber or write us, giving your jobber's name.

This is the Time of Year Roasters Sell Like Hot Cakes.

The Republic Stamping & Enameling Co., of Canada, Limited

2382 Dundas Street, West, **TORONTO, ONT.**

If interested tear out this page and place with letters to be answered.

SHEET METAL WORKERS !

Rust Resisting

"ARMCO" INGOT IRON

Adds quality and service to any job

This trademark TRADE MARK ARMCO REG. U.S. PAT. OFF. *is your guarantee*

HARDWARE DEALERS !

Handle products manufactured from

"ARMCO" INGOT IRON

It will mean satisfied customers

Look for this label MADE FROM ARMCO RESISTS RUST INGOT IRON *on washing machines ash and garbage cans, refrigerators, stoves and many other articles*

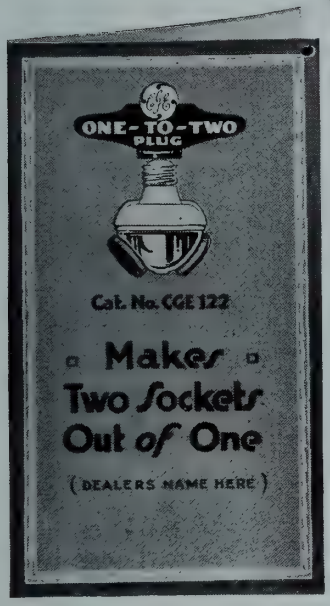
ARMCO

Middletown, Ohio

Canadian Office — 2 Colborne St., Toronto, Ontario.

If interested tear out this page and place with letters to be answered.

Attract Attention— Arouse Interest— Stimulate Desire



The Three Functions of a Good Display

The C.G.E. One-To-Two Plug, conforming to the C.G.E. Merchandising policy of packing wiring devices in individual and artistically labelled cartons, is meeting with an enthusiastic reception everywhere.

C.G.E. Wiring Devices, with their distinctive orange and blue labels, practically sell themselves. For example, by dressing your window with One-To-Two Plugs, you cannot help but develop an excellent display which will have its effect on your cash register. The striking design of the cartons showing the adaptation of the plug to one or more of its many uses and the message that it makes "Two Plugs out of One" will attract attention—rouse interest and stimulate desire.

A supply of imprinted folders will be forwarded upon request.

Canadian General Electric Co., Limited

Head Office — TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.

"Please send me," he said,

And we mailed him the book. This is the letter he wrote us:

Dayton, O., June 2, 1921.

"Henry Disston & Sons Inc.
Philadelphia, Pa.

"Gentlemen:—I want to thank you for your 'Saw; Tool and File Book,' which I received several days ago, and with which I am very much pleased.

"Your Book is just what I need, I have six of your saws, but the way I have been filing them I think I shall need a jointer.

"I feel very good toward you for your courtesy to me! in fact, I think you are just about as fine as your saws. I don't think that I could pay you a higher compliment.

"I am fifty-five years old, and in all my years I have heard only two men praise any but the 'Disston Saws.'

"I am not familiar with your other tools, and, frankly, I didn't know that you made any others, but I shall get acquainted with some of them very soon.

"In conclusion let me again thank you for the Book; it has so much valuable information in it, and so many fine illustrations that I hardly know which to praise more—its utility or its art. I like both, and am immensely pleased.

Yours truly,
WM. BENZING,
1220 Wyoming Street."

When a man gives us a compliment like that, do you wonder that we want to talk about it? We wish you would read the book. If you would like a copy, or several for your clerks and customers, write your name and address on this page, and mail it to us. Address the envelope to Desk No. 2. We will send you the book free of charge.

DISSTON
TRADE MARK
U. S. Pat. Off.

HENRY DISSTON & SONS, LTD.
TORONTO, CANADA.
Branch: Vancouver, B. C.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes

Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws

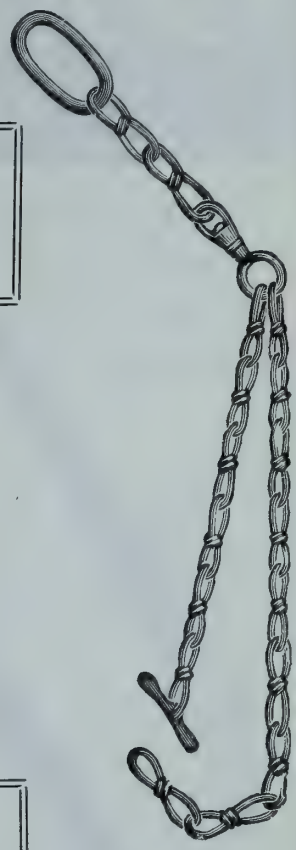
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered.



Greening's

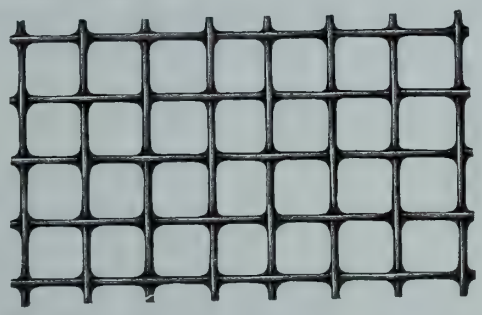
Cow Ties

are the Lightest, Strongest and Best Chains on the market.

Made in six sizes and six styles. Also Halter, Dog, Kennel, Tie Out and Trace Chains.

Wire Cloth

Sand Screen Cloth
Fanning Mill Cloth



Regalvanized Wire Cloth
etc.

Every Description of Wire Cloth and Wire Work

Wire Rope
Wire Rope Fittings

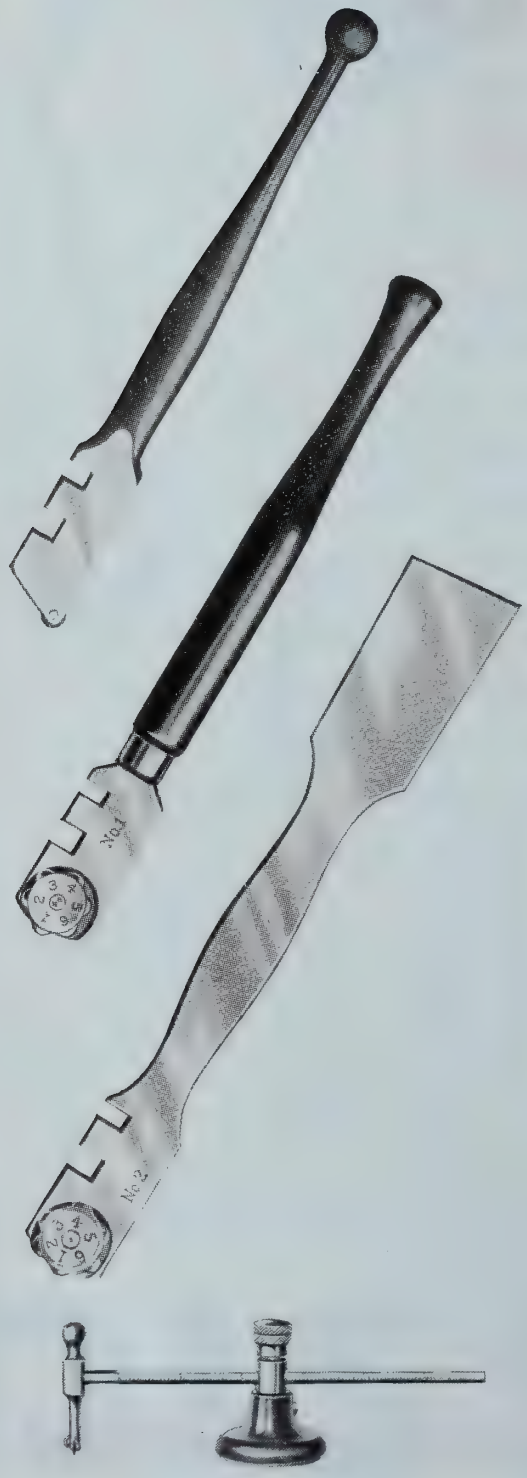
Manufactured by

The B. Greening Wire Company, Limited

Hamilton, Ont. :: **Montreal, Que.**

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS



The Store with a Stock Will Sell the Tools

In these days of hand-to-mouth buying, most of the tools are sold for rush repair jobs—jobs that can't wait. If you have the tool in stock, the sale is yours: if not, the buyer will go elsewhere and you may lose his future business.

You cannot afford to let your customers go out unsold but you should hold their trade and increase your own reputation by carrying a good assortment of high grade tools to give your customers satisfaction.

Take Glass Cutters for instance; the large glass factories both in America and Europe know that there is nothing better than a Goodell-Pratt Glass Cutter Wheel for satisfactory results and long service. These same wheels come in single wheel or turret head cutters to meet all requirements of your trade.

All Prices Guaranteed Against Our Own Decline up to December 31, 1921.

GOODELL-PRATT COMPANY *Toolsmiths* **Greenfield, Mass., U. S. A.**

If interested tear out this page and place with letters to be answered.

ARROW BRAND WRINGERS

Clothes Wringers

are a staple line with the hardware dealer and he should keep them prominently displayed to enjoy a full share of this profitable business.

Clothes Wringers bearing the name **DOWSWELL** have had an established reputation for 35 years, because they are **GOOD** wringers.

Good wringers must have good rolls. In our complete rubber plant–mixing mills, calenders, vacuum dryer, etc., we make the stock right from the crude gum and daily tests prove that our rolls will give service much longer than the period covered by our warranty.

WHAT IS IT WORTH TO HAVE NO COMPLAINTS?

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of Merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative
JOHN R. ANDERSON
MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

Think of all the many jobs Columbia Batteries do—

Ring doorbells
Buzz Buzzers
Ignite gas engines
Furnish Ignition for Fords when starting
Give current for Ford headlights and tail lights
Provide ignition and lighting for motor boats
Fire blasts
Run toys
Light tents and outbuildings
Make telephones talk up

Think of all the Columbia Batteries that are needed NOW to do these jobs! This is the biggest Columbia month of the year. New users and old users force sales up to the peak. Demand this year will be heavier than ever before!

Do two things now to get your share of Columbia profits: Make your store say to every customer, every passer-by "Here's the Columbia Battery you want!" In other words, feature Columbias prominently in your windows and about your store.

Secondly—order enough stock of Columbia "Hot Shot" Batteries, Columbia "Multiples" (waterproof), No. 6's and Bell Ringers to meet every customer's needs.

CANADIAN NATIONAL CARBON COMPANY, LIMITED
TORONTO - WINNIPEG - VANCOUVER

Columbia Dry Batteries
—they last longer

Make the most NOW of the demand that necessity and advertising create!

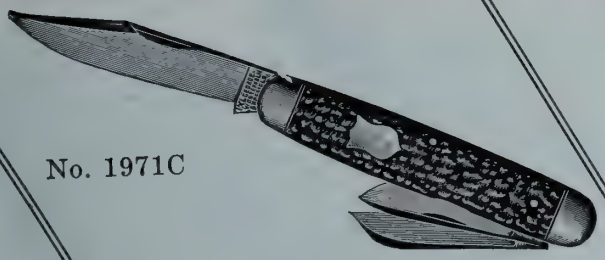
1232143

If interested tear out this page and place with letters to be answered.

I-XL POCKET KNIVES

GEORGE WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND



No. 1971C

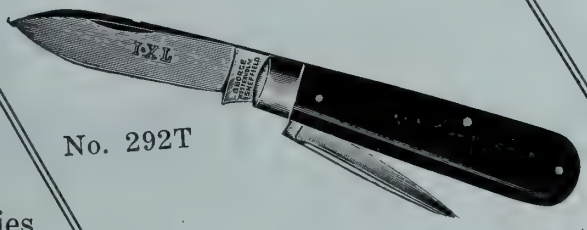
No. 1975

I-XL CUTLERY

is the acme of quality. Our modern methods now permit us, with a most select class of skilled mechanics, to obtain the highest point of efficiency in quality, finish, grinding, tempering and general appearance. Each knife passes through a most vigorous inspection before leaving the factory, and carries our personal guarantee on to the consumer.

No. 292

SELECTION OF OVER FOUR THOUSAND PATTERNS. EVERY BLADE GUARANTEED

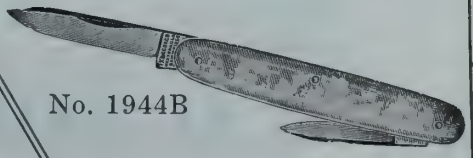


No. 292T

No. 611

Let I-XL Cutlery help build your reputation for quality.

Create satisfied customers — they are the best friends you have.



No. 1944B

A. MACFARLANE & CO., LTD.

MONTREAL, QUEBEC

Sole Agents for Canada

If interested tear out this page and place with letters to be answered.

MADE IN CANADA

MADE IN CANADA

WILLIAMS' SUPERIOR Drop-Forged WRENCHES

J. H. WILLIAMS & CO., Limited

"The Wrench People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

St. Catharines, Ontario

N

The "NATIONAL" Line OF GUARANTEED

AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited

Montmagny, Quebec

N N N

If interested tear out this page and place with letters to be answered.

The steadfast quality, dependable accuracy, and continuous advertising of Starrett Tools, has made the name "Starrett" —the strongest selling feature a precision tool can have.
The Booklet — "The Tools Mechanics Buy" — will help you build precision tool sales.

The L.S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of
Hack Saws Unexcelled
ATHOL, MASS.

Sell Starrett Tools

We are helping you to sell more of our files by advertising that impresses on the file users the importance of replacing a file as soon as it gets the least bit dull.

This important point is kept prominently to the fore in our advertisements in consumer periodicals.

Reputation as the standard files, and consistent advertising, are continually increasing the demand for our five brands:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope, - - Ontario

If interested tear out this page and place with letters to be answered.

Davidson's "BEAVER" Heaters

We should be glad to supply you in addition to our general catalogue, information on Enamelled Signs, Ranges, Refrigerators, etc., etc.

These very practical heaters are made in several styles with or without ornamental swing top and nickel plated band. They are made with new roller grate and ash pan and can be shaken down without opening ash door.

They have great heating capacity and are made in two sizes — 11¾ in. and 13 in. body diameter — with crank handle complete. Floor pans can be supplied in place of feet if desired.

The Thos. Davidson Mfg. Co. Limited

Head Office: 187 Delisle St., MONTREAL

Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

HEATERS THAT WILL HEAT

Your customers are more interested in the comfort they obtain, than the means of securing it. They carefully consider the saving in fuel and the ease in handling it. It is your business to sell them Heaters that will heat and give them the comfort they pay for. To do this, display the

"RADIANT HOME"

and

"GOLDEN GLOBE"

Baseburners

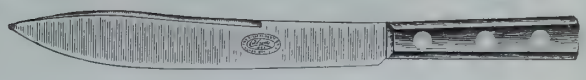
These two Baseburners simplify home heating. They radiate a glowing warmth, giving first attention to the floor, which **must** be heated. Both are sturdily constructed, with individual features that make a strong personal appeal to the prospect.

Send for literature on these two particular lines, or for our complete catalogue—a copy is yours for the asking.

The Happy Thought Foundry Co. Limited

Brantford - Canada

McClary's Factories at London and Montreal. Branch Warehouses at London, Toronto, Montreal, Winnipeg, Vancouver, St. John, N.B., Hamilton, Calgary, Saskatoon, Edmonton.



The CLYDE CUTLERY CO., Clyde, Ohio

Manufacturing a complete line of

HOUSEHOLD CUTLERY

A knife specially designed for every household use. ***Made from the finest steel by skilled workmen.***

Butcher Knives
Kitchen "
Bread "
Slicing "
Carving "
Cooks' "
Grape Fruit Knives
Palette "
Oyster "
Putty "
Family Cleavers
Kitchen Forks

See that you have our new number 18 catalogue, now ready for distribution, as this shows a very complete line of our new designs in Aluminum Handle Household Cutlery.

Canadian Sales Office **ADCOCK & BREWER, LIMITED** ***MONTREAL, Que.***

Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

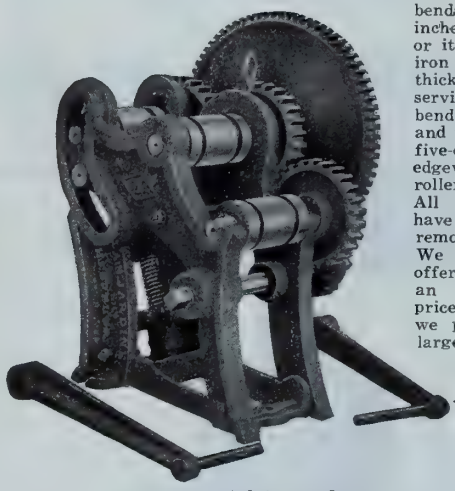
HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

JARDINE TOOLS

In this reliable, dependable machine all the rollers are geared. These powerful rollers are grooved for two thicknesses of iron for bending edgewise. Unless otherwise ordered we supply grooves for 3-8 inch and 1-2 inch iron.

This useful machine will take iron up to six inches wide. It bends up to four inches by one inch, or it will bend wider iron of proportionate thicknesses. It gives service for circles by bending up to one and three-quarters by five-eighths inches edgewise. The top roller is removable. All Jardine Benders have the center roll removable.
We are enabled to offer this machine at an extremely low price, only because we produce them in large volume.



Tire Bender No.4

Ask for catalogues.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

We are Ready To ship Quickly HANDLES

Axe, Hammer, Peavy, Pick and Cant Dog Handles of the finest, selected, second growth Hickory, White Ash, and Maple.

We are prepared to serve you with prompt shipments, either immediate or deferred, as you please.

Additional strength and superior quality is assured by the extra pains we take to split all stock the right way of the grain. We also make the better kind of baseball bats of clear, straight white ash.

Write for details and prices.

DARRAH BROS.
SUTTON, QUE.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

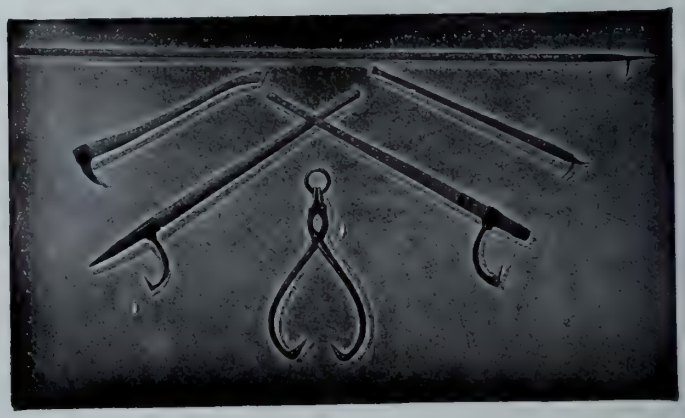
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

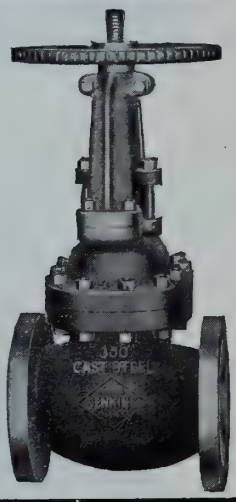
Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke **Ontario**



If interested tear out this page and place with letters to be answered.

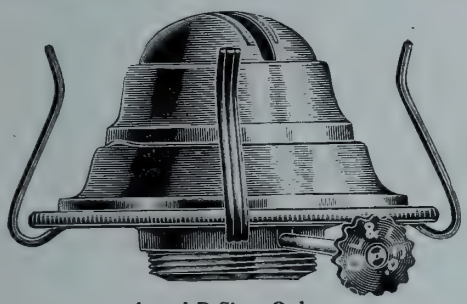
This Big Plant Is Equipped with JENKINS VALVES



Above is pictured the Kipawa plant of the Riordon Pulp and Paper Co., and at the right is shown a Jenkins Extra Heavy Cast Steel Gate Valve —one of the many Jenkins Valves with which this big plant is equipped. This Valve has spindles, seat rings and wedge faces of Monel Metal, rendering it admirably suited for superheated steam service.

You can always recommend Jenkins Valves. There's a type and a size for every service everywhere. Free Catalog No. 8 will show you how complete the Jenkins line is. Write for copy.

Jenkins Bros.
LIMITED
TRADE JENKINS MARK — TRADE JENKINS MARK
Jenkins Bros
Head Office and Works: 103 St. Remi St. Montreal Can
TORONTO — *European Branch* 6 Great Queen St. Kingsway, London, W.C.2. Eng. — VANCOUVER
Jenkins Bros
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD



A and B Sizes Only

Ontario Burners

A Popular Well-made Line At Low Prices

Supplied in a non-corrosive White Metal Finish only.

2 Sizes:	**A.** and	**B.**
List Prices:	**$1.30 doz.**	**$1.60 doz.**

Packed 25 dozen to the case, and available for immediate delivery out of factory or branch stocks. Write nearest office for discount.

Ontario Lantern & Lamp Co., Limited

HAMILTON, CANADA

BRANCHES: ***TORONTO*** ***MONTREAL*** ***WINNIPEG***

If interested tear out this page and place with letters to be answered.

B.S.A.

TRADE MARKS

B.S.A.

FIREARM

"SAFETIPASTE"

B.S.A Firearms Safetipaste

Retails in Collapsible Tubes, size as illustrated.

Something Every "Shooter" Needs

And buys when it's explained

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Head Offices and Factory: TORONTO

Branches: Halifax, Montreal, Ottawa, Hamilton, London, Fort William, Winnipeg, Regina, Calgary, Edmonton, Saskatoon, Lethbridge, Vancouver, Victoria.

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII OCTOBER 15, 1921 No. 42

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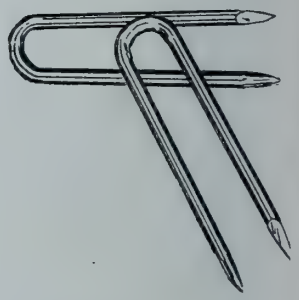

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

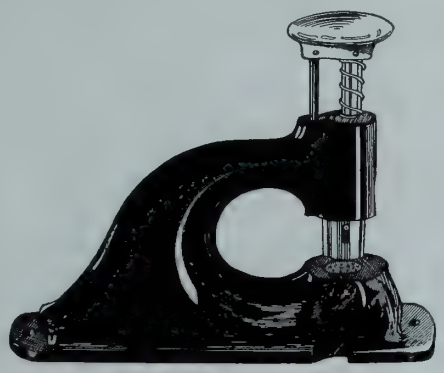
Vol XXXIII OCTOBER, 15, 1921. No. 42

Perforating Machines Being Re-Sold

Toronto Department Store Selling Surplus Perforators for Fifty Cents Which Were Bought at $2.00 Under Luxury Tax Regulations—Many Retailers Returned all Machines When Order Was Issued, and Secured No Refund on Surplus Perforators Specially Purchased—Bad Precedent Set for Government—May Put Machines on Sale at Bargain Prices Which Cost Country $77,695.75.

AN ECHO of the Luxury Tax fiasco has developed since the official demise of this unpopular measure on December 20 of last year. This development has to do with the disposition of the perforators which were purchased by the Govenrment and one of which was loaned to retail merchants for the purpose of perforating the stamps affixed to invoices in payment of the luxury taxes.

On passing through the stationery department of a large Toronto departmental store this week, a representative of Hardware and Metal noted a considerable display of perforating machines closely resembling those which the retailers were forced to use in connection with the Luxury Taxes. On closer examination this impression was more or less confirmed, as the machines were identical in construction and bore the serial numbers stamped in the same place and manner as was the case with the Government machines. On enquiry Hardware and Metal was informed that the machines were on sale at a price of fifty cents each. It was further established that this group of perforators had but recently been placed on sale, and that they were being recommended for various office uses, such as cancelling of stamps, marking of correspondence, invoices, etc., for any special purpose decided upon. The perforations are nine in number, being three each way.



Surplus Luxury Tax perforators purchased by retailers from the government for $2.00 each are now bringing 50 cents or less in the market. Numbers have been turned in and no refund allowed.

Many Perforators Not Returned

With a view to establishing whether or not the Government was disposing of these machines in this manner, the matter was referred to the local Collector of Customs and Inland Revenue, who advised Hardware and Metal that these perforating machines had been officially called in after the termination of the Luxury Tax, but that all the machines had by no means yet been turned in. When the attention of the Collctor was drawn to the large number of perforators being sold in the department store in question, it was stated that those machines represented ones which had been purchased in addition to the one supplied with the license by the Government, and that they were the property of the store, and it was quite legitimate for them to be placed on sale at any price decided upon by the store.

Asked if this plan of retaining surplus perforators and placing them on sale was being followed by all retail firms which had found it necessary in the interests of facilitating selling to purchase a number of machines to supplement the one supplied by the Government, the Collector pointed out that a large number of such firms had returned all their perforators when the call went out from the various Collectors' offices throughout the country, for the return of the machines. Asked as to whether these firms were given any allowance for the surplus machines returned in this manner, the Collector replied that such was not the case.

Merchants Wondering Where They Stand.

It is evident from the foregoing that those firms which returned their surplus perforators and received no alowance from the government, might better have retained them and sold them for office purposes as this department store in Toronto is doing. Of course, even at the sale price of 50 cents these machines represent a loss of $1.50 each, because they cost the retailer $2.00 each for ones purchased apart from the one supplied with the license. This particular store had approximately 150 of the machines in stock, which are now being cleared out. The average hardware store would not lose in the same proportion, but a large number of hardware firms employed a group of these machines in order to facilitate the work of perforating stamps when each sale was being made, and many such merchants have no doubt been wondering just where they stood in regard to these machines.

Hardware and Metal understands that when the returns have been completed the Government may consider the bulk sale of the machines. Should such prove to be the case the establishing of a precedent by the sale of these machines in Toronto at a price of 50 cents each may not prove very helpful to the securing of a fair price for the ones which the Government may put on sale. In this connection it is interesting to note the fact that these perforators, which cost the government $77,695.75, will represent almost a total loss if the price secured by the Toronto department store is an indication of what they will bring in the present market, due to their restricted usefulness.

During the operation of the luxury tax from May 19 to December 20, 1920, stamp perforators to the number of 49,965 were purchased by the Government at a cost of $77,695.75. The price for the first 25,000 was $2.00 each; on quantity in excess of 25,000 a price of $1.55 each was secured. According to the Government, the $2,00 fee secured from each merchant was for his license, to pay the cost of administra-

(Continued on Page 38.)

Higher Prices on Galvanized Sheets

Recent Developments in Steel Industry Reflect Turning Point in Prices—Higher Quotations Forecast on Sheets and Plates—Upward Price Tendency on Bars and Shapes May Develop in Near Future—Sheet Market Very Strong

RECENT developments in the steel industry indicate the firming of prices, and the stabilization of markets which have been experiencing unsettled conditions. Higher prices are forecast on sheets and plates in the near future, and a possibility of a slight upward tendency in bars and shapes may develop in this connection, according to current opinions from well-informed sources in the steel trade.

Advanced prices on black and galvanized sheets appeared on the United States markets during September, and not only is this increase expected to hold, but further increases are anticipated in some quarters owing to the very strong sheet market that is looked for during the balance of the present year. The firmer tone is also evident in Canadian sheet circles, and quotations have already begun to reflect the higher market prices.

Should the contemplated further increases materialize on the southern primary markets, the tendency to a higher price range is stated as most likely to develop throughout all phases of the trade. From being one of the weakest divisions of the industry, wherein price cutting activities have developed for several months past, these products have now heralded the return of an average degree of stability in the trade. Confidence has been revived; inquiries have been more numerous; orders have materialized, and shipments have been of larger volume. Recent heavy bookings on sheets and plates have placed producers in a stronger position as regards the capacity of output, than at any time during the present year; and as a consequence, the stabilization of these markets has resulted

It is noted that present bookings at the mills cover October and partial November deliveries, and that any impending advance is likely to be effective on November or December business.

Bars, Shapes and Plates May Advance

In view of the advances in prices on sheets, the steel mills regard the prevailing low price levels as representing a full liquidation on bars, shapes and plates. From this situation it has been concluded in some quarters, that a slight increase in these quotations is among the possibilities of the near future. Other sources go so far as to predict the spreading of higher prices throughout all phases of the steel and iron industry.

This advance in sheets is stated as being merely a reaction. Producers are firmly of the opinion that the last decline should not have occurred, as it was not borne out by the ratio of operation costs, nor substantiated by the volume of tonnage that was secured by cutting prices. The sheet market has been highly competitive during recent months, and accordingly is said to have gone too far in this direction. As a result of the price-cutting activities between producers, direct losses by mills during the month of August reached an alarming total, both through deflation and operation.

EXPECT FURTHER ADVANCE IN U. S. SHEET PRICES

One of the most reliable Canadian sources of sheet market information advises that practically all sheet makers in the United States have decided to place a further $5.00 per ton advance on prices of both black and galvanized sheets. This change brings the Pittsburg base prices to $3.25 on black, and $4.25 on galvanized. It is also stated that this revision will most likely become effective on October 15. Sheet mills are said to be sold up from four to six weeks ahead; and consumers, having been advised that higher price levels are imminent, are booking requirements for future delivery. Predictions that higher sheet prices would shortly prevail, have been numerous, but this is the initial report received from well-informed sources in Canada on the subject.

"This condition", stated A. T. Enlow, President of the Dominion Sheet Metal Corporation, Limited, to Hardware and Metal, " has been on top of a steady loss for every month of the year up to that time, the same being largely due to deflation, and also secondarily based on the fact that their production was so low, it would not "kill" the overhead."

May Be Second Advance

It is easily understood that after eight months of these conditions in the trade, the mills have reached the point they are now willing to respect the prices quoted by their contemporary producers, wherever any producer has sufficient acumen to name a quotation that would enable the mill to break even. The advance of $5.00 per ton on sheets, has therefore developed; and as the producers now find that they are swamped with orders, the natural surmise is that the present is the right time to put on another advance, which will not only make the first one good, but will give the mills an opportunity to recover some of the losses they have been forced to assume during the dull months previous.

Importing English Sheets

With regard to English sheets being brought in, Mr. Enlow continued that there was always this possibility, but the experience of those who have imported them this year has been such a bitter one, and the loss invariably following each purchase was so heavy, that it is doubted very much whether imports will amount to a great deal prior to the closing of navigation, and after that, of course, they generally fall off in any event.

Mr. Enlow further stated that there is every indication of the present higher prices holding on both black and galvanized sheets, and that there seems to be a distinct probability of a further advance. The strong tone in the sheet markets is expected to continue for the balance of the year, and the plant of the Dominion Sheet Metal Corporation, at Hamilton, has sixty days work booked ahead with the shop in full operation; this being the first time such a condition has happened during the present year.

Quotations on wire and wire products generally, have also been revised in U. S. centres and while the Canadian prices are still holding the former levels, distributors state that there is no indication how long this condition will be maintained. It is pointed out that domestic quotations on wire products, are, in comparison, below the United States level. Added to this is the fact that U. S. prices advanced during September. Keen domestic competition is given as the reason for adhering to the prevailing market levels.

On the whole, the present situation is summed up by authorities in the steel industry, as indicating the turning point in prices. The reaction in the volume of trade, and also in the ratio of production, are already apparent. Coupled with these factors are the elimination of competitive price shading, and the consequent firming up of quotations generally.

PERFORATING MACHINES BEING RE-SOLD

(Continued from page 37)

tion, etc., and that the perforator was still the property of the Government and merely loaned. This being the case the failure of the Luxury Tax measure leaves the Government with 49,965 perforators to collect and dispose of, under the somewhat unfavorable conditions which have now developed.

Copper Improvement May Not Last

Current Advances in Copper Bring About Division of Opinion as to Whether it is Temporary Flurry or Indication of Gradual Improvement — Financial Side Influenced by Exchange — Increased Demand for Copper Recently, but Large Surplus to Be Reduced

Based on interview of Hardware & Metal with G. T. Pepall, M. & L. Samuel, Benjamin & Co., and W. Brymer, General Manager Canada Metal Co., Toronto.

FOLLOWING a lengthy period of price depression and slack trade, ingot copper is now showing signs of improvement. Quotations on both U. S. and British markets have recently advanced, and this change is heralded in some quarters as a definite upward move in this commodity.

On the other hand, this upward trend apparent in the copper market, has also been described as but another flurry, according to some expressions secured by Hardware & Metal.

"It is doubtful whether the present improved tone of copper is of a permanent nature which will be sustained and reflected in future operations," stated G. T. Pepall, Samuel Benjamin & Co., Ltd., Toronto, who pointed out that principles of finance and the relation of exchange, enter largely into these market conditions, owing to the fact that foreign purchases of metal for future delivery or acceptance must be covered at the time through buying the corresponding amount of exchange. Although prices on some metals, including copper, have recently advanced on both the U. S. and London markets the variation in exchange rates, when worked out to a uniform basis, shows a practically unchanged primary condition.

This is given as the reason why domestic ingot quotations have been maintained at the levels recently existing, and have not yet reflected the higher tendency of other foreign markets.

Increased Trade in Copper

"There has recently been some slight increase in demand," continued Mr. Pepall, "but whether this degree of improvement will be maintained, is hard to say because for this buying movement to be sustained, entails the necessity for purchases to be absorbed through the devious channels of consumption. This latter factor, which is a requirement for permanent betterment, has not yet developed."

No further market increases in prices on copper are expected in certain quarters, nor is a sustained movement in this direction generally looked for. One dealer stated that the present gains may be held, but whether the current rise will be followed by repeated advances is considered questionable. It is noticeable that market fluctuations have occurred on ingot copper for some months past, and indications point towards the present rise being chiefly of a reactionary nature after the recent depression.

Stocks of ingot copper are still said to be ample to meet current requirements, while in addition, the presence of large quantities of scrap copper is a considerable factor in this connection. Quotations are well below the levels which prevailed one year ago, while prices existing two years ago, were almost double the figures quoted during the August depression. One authority points out that copper prices are still lower than during pre-war days, namely in 1913, so that any change for the better might be seized upon as an index of further benefits

(Continued on page 58)

Predict Higher Prices On Oil Products

Fuel Oil Prices Already Higher—Recent Increase in Coal Oil Maintained—Gasoline Quotations Hold—Oil Markets Firmer

AN early recovery of the oil markets, with the possibilities of higher prices on gasoline, coal, lubricating, and motor oils, are indicated by recent developments in crude oil. Quotations on petroleum at primary oil centres have recently advanced and brisk trading in oil shares on the stock markets, has stimulated interest in oil activities.

In discussing the probable effect of these latest trends in the oil situation, an official of the British-American Oil Co., stated to Hardware & Metal that with the prices on crude oil now advancing, this was generally considered likely to result in higher quotations on the refined oil products.

Higher Prices on Refined Products

How soon this price development can be expected was not definitely stated, but when interviewed by Hardware & Metal, the Sales Manager of the Imperial Oil Co., admitted that the higher cost of crude oil would force camparative increases on the various refined products. The recent improvement in demand for crude, coupled with an apparent decline in the volume of production, were stated as the primary factors governing the market trend.

Leading the movement in the direction of higher prices is fuel oil, which has advanced one cent per gallon. In this connection it is interesting to note that coal oil prices recently were increased one cent per gallon also; while gasoline quotations have held at the present level for several weeks. These factors are interpreted as indications that the oil markets are not only firming up, but that a revival of the industry is heralded.

The active season for motor oils and gasoline is now considered almost completed, while the stronger demand for coal oils, fuel oil, and industrial lubricants is now commencing. The heavier call on the raw product, which is necessary in order to cover the larger requirements of refined oils, is naturally reflected in the prevailing market demand.

Reports from southern oil fields convey the information that crude is now in a much better position, as demand is stronger, while the output has been lighter. Consequently, a gain in prices has been recorded, but whether the prevailing situation contains possibilities of further general increases, is yet too early to determine. Stocks are still said to be plentiful in some quarters, and while generally, refined oil products are moving a little more freely, the total volume of gasoline consumption is reported as a little disappointing. A strike of oil field workers in California, has not helped the production of petroleum; and other southern states are also registering a falling off in output. These factors influence the prediction of prices due to restricted supply. Whether the industry as a whole will experience a revival with its consequent reflection in an upward trend of prices, is chiefly dependent upon the results attained by the activities of the various producers. In this connection, it has been pointed out that the resumption of operations by large companies signify that oil quotations have reached the bottom of the present economic cycle. These endeavours towards increasing tank storage; the placing of new barrel orders; the sinking of fresh wells, and the re-opening of old; coupled with preliminary activities in new fields and similar experiments, are factors pointing towards the increase in production at present values, and the consequent storage of the product against future trade developments.

Buy Your Oil Heater To-morrow—$5.95 and $6.95

Step Ladders

Five-Foot size **1.35**

Six-Foot size **1.60**

Simpson's—Basement.

Corn Brooms—Four-string, medium weight, 55c value, Thursday Special ..... **.45**

Ironing or Skirt Boards. Size 12 x 60 inches. Thursday ..... **.95**

Bread Boards—Hardwood, round, 10½-inch diameter. Thursday **.25**

'PHONE MAIN 7841.

Oil Heaters, made by Perfection Stove Co., smokeless, odorless and safe, will heat a large room and burn 10 hours on a gallon of oil.

No. 525, black finish, $8.75 value, Thursday 5.95

No. 530, nickel-plated trimmings, $9.75 value, Thursday 6.95

Liquid Veneer, 12-oz. bottle, regularly 60c, Thursday .. .48

Royal Floor Wax—High-grade make, equal to any 75c wax. Pound .... .50

Perfection Oil Heater Wicks on Carriers, regularly 60c, each ..... .49

Oakey's Wellington Knife Polish, 16-oz. bottle, ... .18

Price Cutting On Oil Heaters Starts Early

Toronto Department Store Advertises Low Quotation On Oil Heaters—Widely Varying Prices of Last Year May Be Repeated This Fall

A WIDE range of prices exists on oil heaters. It will be recalled that last year the question of price cutting on oil heaters was one of the topics at the hardware convention. One of the lowest quotations that has come to the attention of HARDWARE AND METAL this fall is that shown in the above advertisement in which a Toronto department store advertises oil heaters stated in the advertisement to be made by the Perfection Stove Co., No. 525 Black Finish, $8.75 value, on sale at $5.95. Heater No. 530 Nickle Plated Trimmings, $9.75 value, is advertised at $6.95. Oil heater Wicks on carriers are advertised as regular 60c on sale at 9c. Some Toronto hardware retailers are meeting these prices.

It will be recalled that last year in various parts of the country, widely different prices were being quoted on the same article by department stores and hardware retailers. From present indications, it would look as though the coming fall and winter will see the same unsettled conditions so far as the oil heater business is concerned.

KINGSTON FIRM GETS CONTRACT

KINGSTON, Ont.—J. Lemmon and Sons. local hardware dealers and plumbing and tinsmithing contractors, have been awarded the contract for the work of this nature on the new Jock Harty rink here, the contract price being in the neighborhood of $5,000. Work has been commenced on the preliminary ground operations.

INCOME TAX RULING APPLIES TO COMMERCIAL TRAVELLERS

Montreal,—A ruling upon the status of commercial travellers under the income tax laws has just been issued by the Department of Finance at Ottawa as a result of complaints lodged by various Commercial Travellers' Associations throughout the Dominion as to the manner in which the taxation branch was treating their travelling expenses in connection with the income tax returns.

Under the new ruling, commercial travellers must show all moneys received by them from their employers. They will be allowed as a deduction from the moneys so received all expenses actually and necessarily incurred in the conduct of their business.

From such expenses there will be deducted the sum of $1 for each day's travelling, this amount representing personal and living expenses, which, although usually included in a traveller's expenses, are not directly attributable to his business.

Monthly News Sheets Stimulate New Hardware Business

LONDON, ONT.—Monthly news sheets featuring seasonable offerings are proving a real business help for Russell H. Beattie, when backed by attractive window displays and prompt service in the way of delivery. Mr. Beattie is a thorough believer in advertising but the location of his store is such that he deemed it inadvisable to pay high space rates in the two local daily papers to cover territory that he cannot reach.

After giving considerable attention to the problem he decided to try out a monthly news sheet to be distributed to the homes in his immediate section. The store is the only one in a section of the city occupied by approximately 10,000 people. Many of the homes are those of well to do people.

"I arranged for this area to be completely covered by the news sheet," said Mr. Beattie to Hardware and Metal. "Not a home, I believe, missed. The sheets have been a real success. This is proven by the number of people who come in and ask for the articles mentioned. Very often they bring the sheets with them and show us just what they want. I find it a good plan to quote prices not only of the lines mentioned in the news sheet but also of everything shown in the windows. It saves time and argument in selling. When people see the price they know right away what they would have asked first if they had to come into the store. When they see the figures in the ad. or in the window they come in with that amount fixed in their mind and there is no time lost arguing about it. Besides that, giving the price makes for confidence, especially with women buyers. It takes away all fear that a high price will be asked, the dealer being prepared to drop if forced to do so. Women hate to have to do that kind of bargaining. They like to know right away just how much they are going to be charged."

Mr. Beattie aims to build up especially a home trade, and believes that his monthly news sheets are going to be a big factor in doing this, Already he points out his monthly news sheet is expectantly awaited in many homes, the buyer for the household going over it carefully to see what is offered and what the prices are.

This season Mr. Beattie made a start in selling auto accessories. His sales, have been so good that he plans to considerably increase his lines and add to them again later as increasing business warrants. One of his first moves will be to put in a special display case right up near the front door and keep it filled with accessories. He also plans window displays of these lines.

The news sheets referred to are 9x12 inches, and illustrate a number of hardware lines. In one of the most recent sheets were advertised seasonable Fall lines, such as oil heaters, lanterns, stove pipes, pipe enamel, brooms, coal scuttles, electric light bulbs, ash sifters, floor wax.

Helping to Sell Fall Sporting Goods

Linking Up With Current Sporting Events Helps to Attract Interest of Sport Enthusiasts to the Store—Use Booths at Fall Fairs to Demonstrate Sport Goods—Score Board Gives World Series Baseball Results.

REALIZING that a good window trim is one of the best advertisements a store can have, and that it makes "passers by," "comers in," it has long been the policy of W. H. Thorne and Co., Hardware Merchants, of St. John, N. B., to devote special attention to this form of publicity. For several years this company has had on its payroll an employee whose duty it is to look after the trimming of the seven or eight windows facing King street and Prince William street. Although every trim receives considerable thought and attention, once in a while a hit is made, and the display declared to be a masterpiece by the many patrons of this-up-to-date store. When the trimmer makes a "hit," the company has a photograph taken of it, and the picture shown is the very latest one taken.

Some months back Messrs. Thorne, Ltd., went to considerable expense and had a scenic back-ground painted, as shown in our illustration, and considering that it can be used for many trims, has proved to be a good investment. It would be impossible to have a more appropriate background for a fall hunting window trim, and the well known figure of a sportsman and dog, adds a touch of life to the scene. One of the specia features of this neat window display is a variety of duck decoys. These are manufactured especially for Thornes. Moose-calls are also featured. These are made by Indians.

The guns and rifles shown represent samples of the large stock carried in the sporting goods department.

A good selection of hunter's accessories is also shown including a complete line of axes, knives, compasses, oils, gun cleaners, match-boxes, etc. A large volume of business is done in the equipment line, and Thornes make special efforts to always have on hand everything needed by the hunter of big game.

For more than fifty years W. H. Thorne & Co., has devoted special attention to their sporting goods department, with the result that they now have a large and most up-to-date sporting department all the year round. The department now has a fall-winter aspect. Summer goods are being replaced by fall goods, and in the course of a few weeks snow shoes, toboggans, skiis, skates, hockey sticks, etc., will make their appearance. A large business is also done in gymnasium supplies and a most comp'ete stock is always on hand.

At the recent St. John Exhibition, Thornes' occupied no less than three booths and made an exhibit of sporting goods, automobile accessories and phonographs. These exhibits brought many visitors to the store, and fully recompensed the firm for the amount of money expended.

This firm erected a large score board on the outside of their Prince William street premises in order to show the results in the World's Series. This service to the public was also carried out last year and was much appreciated. Special telephone arrangements were made with the Te'egraph company, and a special telephone operator was detailed to answer calls from enquirers. He was kept busy, too.

GENERAL SIR ARTHUR CURRIE IS PRINCIPAL OF McGILL UNIVERSITY

General Sir Arthur Currie was referred to as Dean of McGill University in connection with the report of the meeting of the Canadian Wholesale Hardware Association in Montreal, as appearing in October 1 issue of Hardware and Metal. This report omitted to state that General Sir Arthur Currie is Principal and Vice-Chancellor of McGill University of Montreal.

Fall sporting goods window arranged by W. H. Thorne and Co. Ltd., St. John, N.B., which aroused considerable comment. The panel at the back was painted for this firm with the idea of it lending itself to use in various window displays. The trees at the side give a realistic touch borne out by the figure of the sportsman with rifle. Camping equipment of all kinds with moose calls, rifles, ammunition, axes, thermos kits, decoys, etc., is shown effectively. Dates of open seasons are always featured prominently.

News of Western Canada

Discuss Margin on Tire Sales

Western Dealers and Tire Manufacturers Get Together to Decide on Policies—

PLANS are under way for a conference of representatives of dealers from the prairie provinces and tire manufacturers to decide on certain policies, particularly in view of the hostility of the merchants toward the recent reduction in margin allowed on the sale of this line. In this connection it is interesting to note that the B. C. Automotive Section of R. M. A. have a standing agreement with the manufacturer's branch houses in that province as follows:

"On Monday December 6th an agreement between the following manufacturers and wholesale distributors of automobile tires and the automotive section of this association became effective.

The Dominion Rubber System, Ltd. Pacific.

The Gutta Percha & Rubber Co.; The Dunlop Tire & Rubber Goods Co., Ltd.; The Goodyear Tire & Rubber Co., of Canada; Messrs. Ames-Holden-McCready Co.; The Hill Tire Co., of Vancouver; The Auto Supply Co., Vancouver, the Boultbee Tire Co. Vancouver. (Last three named are wholesalers.)

The agreement provides that in consideration of the manufacturers and distributors, specified above, having agreed to confine sales of tires at wholesale prices to a list of firms and corporations which have been approved by the Automotive Section of The Retail Merchants' Association, each individual member of this section agrees to observe strictly the price list for the resale of tires, as published by the manufacturers from time to time. It is agreed to by the Automotive Section that any dealer who fails to observe this price list shall be given due warning by the manufacturers, whose preducts he sells, and in the event that he disregards this warning that such manufacturer or distributor will place him on the consumers' list for a period of three months, and, further, that his persistent refusal to observe the resale specified in the manufacturers' lists will have the effect of having such dealer placed upon the consumers' list permanently."

MARITIME NAIL CO. APPOINTS WESTERN REPRESENTATIVE

B. T. Elkin of Montreal, Quebec, Western Sales Manager for the Maritime Nail Co., Limited, spent a few days visiting the Western and Winnipeg Hardware jobbing trades. Before leoving for headquarters in Montreal Mr. Elkin appointed as representative for Manitoba, Saskatchewan and Alberta. Harry Cunningham who will look after their interests. The Maritime Nail Co., Ltd., have placed a storage at the head of the Lakes, a complete line of nails from which immediate delivery may be had to fill all requirements.

NEW HARDWARE STORE IN RIDGEVILLE, SASK.

Simmons and Irvine are opening a hardware store in Ridgeville, Sask. Ridgeville is a new town on the C. P. R. running north of Melford, Sask. Mr. Irvine has been in business in Elrose, Sask., and recently sold out. S. A. Simmons is also from Elrose, having been employed in the Irvine store there for a number of years. Mr. Simmons will be the active partner in the business.

FIND VALLEY OF IRON IN ALBERTA

Edmonton, Alta.—A whole valley of almost pure iron is said to be lying on the shores of Lake Athabasca, with deep water right to the claims.

Analysis of the claims is said to show that it is 64.36 per cent. pure iron. One hundred and fifty million tons have been measured off, while 5,000,000 tons in the shape of loose blocks are said to be lying on the surface of the ground close to the lake ready for shipping with out mining operations being necessary.

MARKET FOR NICKEL SHOWS IMPROVEMENT

Sudbury, Ont.,—Home from Britain, where he was in consultation with the head office, C. V. Coreless, General Manager of the Mond Nickel Company's operations in Canada, stated that mining and smelting operations of the Mond will not be any further curtailed. The company believes that the corner has been turned in the present state of the metal market and world conditions generally, and if things don't get any worse the company proposes to "fight it out."

WESTERN CANADA NOTES

Dinsmore, Sask.—The Morgan-Jones Co., has been taken over by The L. E. Jones Co. They carry complete line of hardware and auto accessories.

Samuel Chapman, accountant at Vicker's Hardware store, Drumheller, Alta., accompanied by Mrs. Chapman is spending three weeks holiday in Saskatchewan.

Saskatoon, Sask.—G. D. McGash who formerly owned a hardware store at Brock, Sask., bought out the J. A. Isbester business 2nd Avenue, Saskatoon, in Aug. Mr. McGash has rearranged the stock and made several changes to the building.

The Watt Hardware Company, at Innisfail, Alberta, has moved to new premises in the town. The new premises give them better accommodation. Their former store will be transformed into a general store and be managed by Mr. Hart, formerly of Delia, Alta.

R. D. Shiells of Chilliwack, B. C., who was formerly in the hardware business at Taber, Alberta, spent a few days at Taber recently. Mr. Shiells is just returning home after visiting his mother, who is quite ill, in Ontario.

Messrs. Clark Bros., general merchants of Waterous, Sask., have disposed of their stock and trade and leased their store for a term of years to J. H. Brown. Mr. Brown has been in the general merchandise business in Humboldt, Sask., for a number of years.

Elbow, Sask.—L. P. Woodhams, hardware merchant Elbow, Sask., is selling out. What is left of the stock when the sale ends will be taken over by the Elbow Grain Growers Assn., who will also take over the store now occupied by L. P. Woodhams.

Arthur Leith, partner in Leith Bros., Hardware, Prince George, B. C., has just returned with his bride, from a honeymoon taking in Winnipeg and U. S. cities. The happy couple have now taken up residence in Prince George.

Burglars entered the hardware store of Currie & Milroy, Bassanno, Alta., and secured a shot gun, a rifle, a case of ammunition and thirty dollars in cash. Entrance to the building was secured by breaking the skylight. Some time ago an effort was made to rob the store but on that occasion the attempt was unsuccessful.

Combating Mail Order Trade in B. C.

Rich Territory for Hardware Trade in Mill, Mining and Ranching Supplies Formerly Served only by Mail Order Catalog—Stearn's Hardware, Burns Lake, B.C., Can Meet Catalog Prices and Have An Average Profit

"SORT up a general order from your mail order catalog, and I'll fill it here," says the proprietor of the Stearns' Hardware Store at Burns Lake, to customers who think mail order prices are lower than those of the local merchants.

"The mail order houses make great inroads into our territory unless we combat them," said R. S. Stearns to Hardware and Metal. "In the earlier days, there were not the merchants in every town to give service to the settlers scattered throughout the districts, and the mail order houses got a great foothold with the farmers. It is easy now for them to sit down and order by mail; they have been educated to do it, and they will do it unless the merchants get busy and not only SAY but PROVE that the local merchant can give as good service—or better, and meet the price. I don't say that the dealer in Telkwa or Burns Lake can deliver a high class sporting rifle that costs him $44 to a customer at $29, (the price quoted in a recent mail order catalog). I do say however, that if a customer is making up a general order of hardware, he can make it up from the catalog and the dealer can fill it AT A PROFIT.

A Case In Point

"I'm not guessing: I know.

"The other week one of my customers asked me a few questions about various lines and it made me think that he was merely checking prices. I asked him if he were making up an order, and he rather shame-facedly confessed that he was. In fact he had it written out. I asked him if he would let me fill it at the same prices if I could. He said 'Yes, gladly.' I looked it over. It amounted to $210. I filled it from stock and made an average profit on the deal. I will say that a customer could select some leaders from the catalog that you couldn't equal; but on a fair, general order, the country merchant, in spite of his exorbitant freight rates can give the mail order house quite a run for its money, if he wants to."

Active Hardware Trade

Burns Lake, in the B. C. interior, on the Grand Trunk Pacific section of the National Railways is a very lively little trading centre. It draws tribute from the Francois and Aatsa Lake districts in the South, and the famous Babine district in the North, as well as rich ranching, mining, and tie cutting territories to the East and West. The tie camp and trap lines show their effect on the hardware stock carried. Rifles, ammunition and traps are much in evidence, and peevies, cant hooks, saws and axes tell the story of the railroad sleepers. It is a big territory to "rescue" from the great metropolitan mail order houses.

Making History in Western Canada

Interior view of E. D. McAvoy Co., Ltd., hardware store at Eldersley, Sask.

THE reputation of being the first hardware store in town, falls to the new firm of E. D. McAvoy Co., Ltd., at Eldersley, Sask., which was opened early in August. The town has been in existence for some time but only recently is said to have reached the stage where activity justifies the establishment of such retail stores as the one shown here. The town was originally named Asquith Junction but was recently changed.

Eldersley is a thriving town serving a farm trade for a radius of forty miles. To give the class of service necessary for such trade it is necessary for the McAvoy store to carry a complete range of farm requirements. Despite the fact that the bulk of trade is with farmers who visit town only periodically, the stock is arranged in a neat and effective manner as will be noted from a reference to the interior view shown herewith. Carpenter's tools, which form an important part of trade in this store are shown displayed on a wall fixture within easy reach and prominently displayed. The shelf stocks are easily accessible and a special case divided into small sections is used at the rear for fittings and other small goods. Harvest tools are kept in racks at the rear. A glass showcase in a prominent location is used to show various cutlery lines, shaving utensils, etc. Rope samples are drawn up from the basement and suspended through the front of the counter.

The owner of this business has been in the district for twenty-three years, having previously been engaged in the lumber business. H. E. Dick who is in charge of the store has been in the hardware business for some years, recently with the Manville Hardware Co., Prince Albert, Sask. A complete line of hardware, paints and auto accessories is carried in stock, and a gasoline filling station is now being installed as a medium of attracting trade in auto accessories.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

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SATURDAY, OCTOBER 15, 1921

THE MONTHLY tonnage reports of the U.S. Steel Corporation are looked upon as an important trade barometer by various authorities on the steel industry and on general business conditions. It is therefore interesting to note that for the first month in some little time the report just made public shows an increase in unfilled orders. It shows 4,560,670 tons of unfilled orders on hand September 30, an increase from unfilled orders on August 31, which were 4,531,926 tons. This is the first increase in unfilled tonnage since July, 1920.

PRICES are now dropping less rapidly in Canada. Last November and December wholesale prices were falling about 13 per cent. each month. The average monthly decline for six months ending April 30 was 10.65 per cent. For the three months following, the average decline is shown to be but a fraction over 5 per cent. This would seem to indicate that the period of sharp and drastic declines has been, at least temporarily, terminated.

THAT THE United States imports iron and steel from Canada is news to many readers, yet in the month of August of this year, the United States imported from this country 3,004 tons of iron ore and steel, consisting of 2,874 tons of rails, 94 tons of pig iron and a small balance of other products. Canada was the largest exporter of iron and steel to the U.S. in that month, closely followed by Belgium.

AS IS usually the case with all governmental rulings, there is some misunderstanding in regard to the latest regulations governing the sale and ownership of firearms. Magistrate Hunt, of St. Thomas, Ont., claims that British subjects cannot carry firearms without permits. His attention has been drawn to the latest regulations, as outlined previously in Hardware and Metal, showing that British subjects can carry rifles or shotguns without permits, but must have a hunting license. Only aliens are compelled to secure a permit to purchase or carry any firearms.

THE LINKING up of Ontario farms with various provincial developments of water power has begun and will be continued until most of the farmhouses in the power zones are supplied with electricity. Some five hundred miles of transmission lines are to be constructed at once in Ontario, and along these lines contracts will be made with approximately 2,300 consumers, each of whom, it is estimated, will require about three horsepower to do the work required on the farm. This development enlarges the field of prospective business in electrical supplies for the hardware merchant.

FURTHER reductions which have taken place in building materials should help to stimulate activity in this important industry. The ltaest reduction is one of 3.6 points in the wholesale price of 48 building material lines, which makes a total of 25.1 per cent. from the high mark of May 1920. While building for the first eight months of this year was below that of the same period last year, yet building done in August of this year shows an increase of $13,000,000 over the same month last year. This may indicate that recent declines in building material costs may have had some stimulating effect.

The Income Taxes

A NUMBER of complaints have recently been made to the Income Tax officials by merchants and others who state that there is discrimination between a limited liability company and a partnership in the levying of the tax. According to authorities on the subject there is little valid reason for making a distinction between profits and dividends, for purpose of income taxation, and investigation shows that the protested measure is likely to be abolished in Ontario at the next session of the Legislature. It is only fair that either partnership profits should be made taxable or dividends made non-taxable as they are similar, in that they each represent earnings on capital invested. The Government has been very dilatory in collecting these taxes, being only now enforcing collection of 1919 taxes, and this has caused much confusion among the trade. Under the circumstances those who are honestly trying to meet their obligations should be shown some consideration rather than strictly enforcing penalty clauses as has been done in many cases.

Its Wings Being Clipped

IN THIS issue appears an interesting article showing how a hardware merchant in a small British Columbia town is successfully combating mail order house competition, in a district where the latter was firmly rooted before his store opened. He has found, like many other merchants, that the leaders which the catalogue houses use are the only bargains offered, and that on a general order of hardware he can meet the catalogue house price, make a fair profit and give customers a more satisfactory deal by letting them see the goods before purchasing, and give them quicker delivery on their order, to say nothing of keeping the money circulating locally for the benefit of the district. In order to combat this competition the merchant must first establish how much of it is going on, who are the chief local converts to the system, and then use every means of indicating to these catalogue house customers the advantages of dealing locally. In the majority of cases a little education applied at the right time and place is all that is required. At the present time while mail order houses are laboring under difficulties due to having to carry heavy stocks on a declining market, high transportation charges, etc., is a good time for the merchant to get in his most effective work.

A rather unique, but perhaps questionable, plan for cleaning out the local neighborhood of mail order catalogues, was used by merchants in a southern U.S. town recently. Hundreds of such catalogues were secured and then burned. They were secured in response to an advertisement that such catalogues would be accepted at the local motion picture theatre in lieu of the usual admission, and that cash prizes would be awarded to those presenting the oldest catalogue. A complaint of unfair competition was subsequently lodged by the mail order firm as a result of which the merchants have been given thirty days in which to answer.

No recommendation of the above plan is being given here, but the hardware merchant is provided with many good and legitimate ways of offsetting this form of competition. The readiness in which hundreds of people parted with their catalogues for a paltry admission to a moving picture theatre indicates that their mail order house connections are not as solidly cemented as some merchants think.

Events in the Trade

BUSINESS CHANGES

Aylmer, Ont.—Calvin Brown & Co., hardware has been succeeded by Calvin B. Brown.

Glencoe, Ont.—J. W. Edwards has disposed of his hardware business to L. O. Charlesworth, of Wheatley, Ont.

OBITUARY

Frank W. Esmonde, Ottawa representative of the Gurney Foundry Company, died suddenly in Ottawa. His only survivor is his wife. Mr. Esmonde was in his 53rd year, and had lived in Ottawa since he was a boy.

The sudden death at Timmins, Ont., of Henry Nathan, a commercial traveller is announced. Deceased was a member of the firm of MacAuley, Pope & Co., Dominion Bank Chambers, Toronto, Canadian representatives of the Wilkinson Wire & Rope Co., Eastwood, England.

PERSONAL

George Bell of Stratford is moving to Thedford where he has taken a position as tinsmith in Scrivens Hardware.

H. Hart, general-manager, Paint and Varnish, Limited, Montreal, is calling on the trade in the Maritime Provinces.

Col. R. Starke and Gordon Seybold of Starke-Seybold, Lmited, Montreal, will attend the National Hardware Association Convention in Atlantic City, October 17 to 22.

Fayette R. Plumb, president Fayette R. Plumb, Inc., Philadelphia, called on the Montreal trade on his return from a fishing trip at St. Maurice Fish and Game club.

T. M. Birkett, president of the Wholesale Hardware Association will officially represent that body at the coming convention in Atlantic city of the National Hardware Association.

E. D. Reed has resigned his position as Sales and Advertising Manager of the domestic paint and varnish department of Scarfe & Company, Ltd., Brantford, to accept a position with Dalley & Company in Hamilton.

F. B. Leslie, sales-manager, A. C. Leslie & Co., Ltd., Montreal left this week on a month's trip to the West. Mr. Leslie will touch the principal centres in the prairie provinces and British Columbia.

C. J. Walker, Montreal, is now representing E. T. Wright, Co., Ltd., Hamilton, also the Wentworth Manufacturing Co., of the same city, in the province of Quebec. Mr. Walker was formerly connected with the Ontario Lantern & Lamp Co., of Hamilton, as their eastern representative.

FIRE LOSS

Whitby, Ont.—Flames destroyed two stores on Dundas street, and, had it not been for the good work of the firemen the whole business section might have been burnt down. Both stores were occupied by H. A. Lebar, a hardware merchant and implement agent, who values his stock destroyed at $7,000 or $8,000.

W. D. SHAMBROOK

Who, as announced in last week's issue of Hardware and Metal, is President of Duro Aluminum Ltd., Hamilton, Ont., which has succeeded the firm of W. D. Shambrook and Co.

"DICK" TERRILL MARRIED

Montreal.—An interesting wedding took place on October 11th in Stanley Presbyterian church, Westmount, when J. R. Terrill of Caverhill-Learmont & Co., Ltd., familiarly known to a host of friends as "Dick", was united in marriage to Mrs. Winnifred Knight Marshall of Westmount. After the ceremony Mr. and Mrs. Terrill left on a three weeks' tour. "Dick's" confreres at Caverhill-Learmont & Co., Ltd., took advantage of the occasion to present him with three paintings by well known English artists. J. W. Dowling, general-manager, made the presentation with a few appropriate words, speaking of the high esteem in which the groom was held by his fellow members of the staff. Mr. Terrill in reply felt that words failed him to express his gratitude, and confirmed the warm feeling that existed between him and his fellow employees.

FENCE FACTORY FOR HAMILTON

Hamilton, Ont.—The Cyclone Fence Company of Canada, Limited, which recently secured a Dominion charter, has selected Hamilton for the location of its Canadian factory. The Canadian Company is a branch of the Cyclone Fence Company of Waukegan, Ill., said to be one of the largest manufacturers of ornamental and industrial wire and iron fencing in the U.S. The parent plant is capitalized at $1,500,000 and has an annual turnover of approximately $5,000,000.

FORM TORONTO BRANCH R. M. A.

Retail merchants of Toronto held an organization meeting this week when a Toronto branch of the Retail Merchants Association was formed. The new branch will operate with its own officers under the provincial section. Officers are to be elected within the next two weeks.

By a unanimous vote the Toronto section of the Retail Merchants' Association decided to protest against any increased rates being granted to the Bell Telephone Company, and announced their intention to fight the case before the Dominion Railway Board when it comes up for hearing.

D. A. Clark, Treasurer of the association, moved that the Provincial Government be asked to appoint a commission to take over the Bell Telephone Company in Ontario and to operate it as a Governmental department, but this did not meet with the approval of the gathering. The company was denounced by individual members in no uncertain voice.

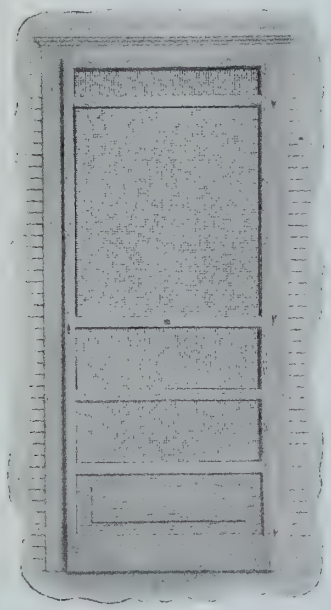
"We are not making 8 per cent., and I venture to say that no merchant in the Dominion is making 8 per cent. who had to carry over stock bought at high prices. On these grounds the Bell Telephone Company is very unjust, very unfair and displays a grabbing spirit in trying to make 8 per cent. on a falling market. The company cannot be in such financial straits, because you cannot buy its stock. People are holding on to it as a good thing," said one merchant.

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

NEW "KASEMENT" DESIGN

The Kasement Skrene Dore Co., of 269 Richmond Street, W. Toronto, announce that they are putting on the market a new design in "Kasement" doors, the principal feature of which is a solid bottom panel. This added improvement, claim the manufacturers, not only gives to the door a more substantial appearance, but will prevent damage usually done to the wire screen through the habit of kicking the door open. The solid wood panel at the bottom is also intended to add years of life to the product itself, as well as give better service where small children are continually running in and out of the home.



Improved "Kasement" Door.

This design will be known as No. 5 in oak finish varnished and No. 6 in natural finish varnished—made in four sizes: 2 ft. 6 in. x 6 ft. 6 in.; 2 ft. 8 in. x 6 ft. 8 in.; 2 ft. 10 in. x 6 ft. 10 in. and 3 ft. x 7 ft.

The new door is constructed on the same plan as heretofore, with genuine mortise and tenon joints and will have the distinct exclusive "Kasement" feature of the "ledge" on the inner face, which provides an easy means of planing down to fit any unevenness of the door casing.

All "Kasement" doors including the new design will be supplied with complete sets of "Kasement" hardware.

ASBESTONOS BRAKE LINING

An asbestos brake lining, named "Asbestonos," is being produced by the Asbestonos Co., of East Broughton, Quebec. The Canadian selling agents are Messrs Richardson & Bureau, of Montreal, and it is announced that samples can be secured of both the raw white and finished black products.

Several special claims are made for Asbestonos by the manufacturers, among these being that it is made in Canada, from Canadian raw materials. Futhermore, the fact is featured by the selling representatives that the Canadian producers are catering to the Canadian markets. The wearing life of Asbestonos is also a prominent factor, the makers claiming that this can be depended upon, and it is made from the best asbestos fibre produced, and the yarn is interwoven with a double fibre brass wire to give it additional strength. The processes of manufacture continue after the weaving operation to the stage where Asbestonos is thoroughly impregnated with a special compound which, it is said, renders the product impermeable to oils, and greases.

SIGNS FOR SAVE THE SURFACE DEPARTMENT

Dominion Oilcloth & Linoleum Co., Ltd., Montreal, are offering to the hardware trade a handsome and practical counter display sign showing Decorative Wall Burlap. The sign is attractively framed, and shows samples of Burlap, and also gives their directions for applying Burlap to plastered walls, rough walls, etc. These signs will be supplied free to the hardware trade. Requests should be forwarded to Dominion Oilcloth and Linoleum Co., Ltd., Montreal.

FREE LANTERN SLIDES

Coleman Lamp Co., Ltd., Queen St. and Davies Ave., Toronto, are providing a series of lantern slides for hardware merchants. Readers of Hardware and Metal may secure slides and complete information by writing the above company.

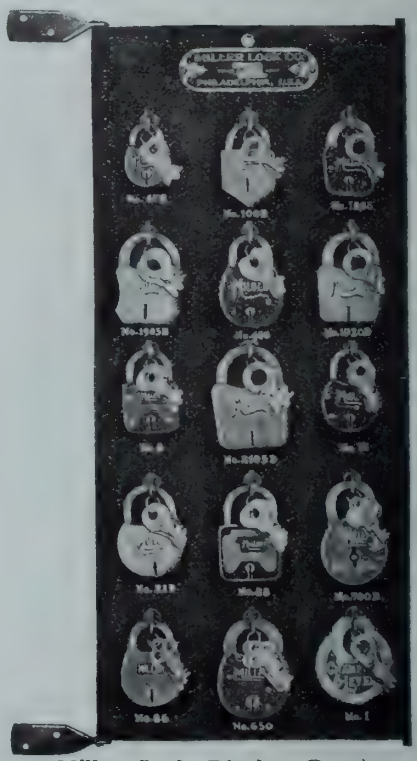
NOW ROLLING ANGLE IRON

Peck Rolling Mills Ltd., are now equipped to roll angle iron up to 4 inch at their plant in Montreal. They are able to roll both hard steel and mild steel, and claim to be the only mills, with the exception of Hamilton, turning out these products in Canada.

NEW LOCK DISPLAYS

The Miller Lock Co., of Philadelphia, Pa., U. S. A., have recently offered to the Canadian hardware market an assortment of "15 Best Sellers" sampled on a display panel. This panel is of dark green in color, and finely finished. It has hinges attached to swing to the right or left, and can also be screwed flat to the wall, or hung by means of a hole placed near the top of the panel, against the wall as a permanent fixture.

Three assortments are offered with the display panel as follows: No. 930 assortment consists of steel panel and 1¼ dozen padlocks attached.



Miller Lock Display Panel.

No. 931 assortment consists of steel panel, together with 6¼ dozen padlocks, (including the 1¼ dozen on the panel itself.)

No. 932 assortment comprises the steel panel with one dozen each of the fifteen different padlocks, also including the 1¼ dozen on the panel.

The fifteen padlocks are attached as shown in the illustration herewith. Two keys accompany each padlock, and these may readily be unlocked and detached from the panel by the dealer, as sold. Adcock & Brewer, Limited, of Montreal, are the Canadian selling agents.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

NUMEROUS price developments embracing both recessions and advances feature the current hardware markets. Lower quotations appear on Lufkin measuring tapes and rules; while prices on Oneida Community tableware and cutlery products have also been reduced. For the third occasion this season, quotations on various lines of building papers and sheathings are lower. Other reductions announced this week cover the Sanderson-Harold line of refrigerators; screen doors and windows; cistern and cottage pumps, both closed and open spouts; steel and brass jack chain; corrugated fasteners, both plain edge and multiple point; pressed spikes; tie-out chains; shoe findings; Kiddie Kars; the Victor line of wood mouse and rat traps; picture wire, both tinned and gilt; Dr. Williams' fly oil; fuse plugs; bit stock and round shank jobbers' drills.

Higher quotations appear on fuel oil, this change reflecting the recent gains in crude oil circles. The copper market is firmer, and this strength is reflected in copper products generally. Eastern markets report a slight rise in quotations on copper sheets, tubing and rods; while soldering coppers have also been increased in price.

Stove manufacturers report brisk activity in ranges and furnaces; yet it is pointed out that this satisfactory volume of seasonable business is mainly composed of orders which are usually apparent during the period of July and August, and which failed to materialize this season until the present Fall trade.

MONTREAL MARKETS

MONTREAL, October 13.—Interest is attached to the hardware markets this week by the announcement of price adjustments both in an upward and a downward direction. The list of changes, while not as lengthy as last week, covers many important lines. Chief among the recessions are lower prices on some lines of sheathings and building papers. The lower prices do not cover all grades and weights, but the list is quite extensive. At this period of the year, another important revision is the lower quotations on Community and Par plate ware, this coming at an opportune time considering the approach of the Christmas season. Cistern and cottage pumps, in closed and open spout, are now quoted lower, while chimneys and lantern globes have also been reduced. Picture wire concludes the list of reductions.

The condition of the copper market, where strength and a rapid rise is recorded on the primary markets, has reflected on copper rods, sheets and tubing, these being advanced in price this week. Soldering coppers are another product featured by higher prices. Copper wares do not record an advance, but are much firmer this week.

The improved tone of the steel industry has not lost any ground this week, but local quotations on both sheets and bar iron have failed as yet to show an advance in quotations. Both products are very firm with a change to higher levels imminent. The improvement has also reached the scrap market, dealers reporting a much better feeling. Ingot metals are generally firm, with advances recorded on some metals.

LAMP CHIMNEYS ARE AT LOWER PRICE LEVELS

Montreal

Lower quotations are announced on lamp chimneys this week, and following are the revised prices on the two best selling sizes;

A	$10.65	per case of 8 dozen.
B	8.90	per case of 6 dozen.

LANTERN GLOBES MARKED LOWER

Montreal.

Accompanying the lower prices on lamp chimneys is a reduction in prices of lantern globes, and new prices are as follows;

LANTERN GLOBES—	Doz.
1 dozen	$1 35
2 dozen	1 25
3 dozen	1 20

REDUCTION IN PAPERS AND SHEATHINGS

Montreal.

Some lines of building papers and sheathings are reduced in price this week. The reduction in papers applies to the No. 2 quality, which amounts from 5 to 15 cents per roll. In the heavier sheathings, 25 cents per 100 lbs. is made. Carpet felt shows the largest price decline when now quoted at $3.90 per 100 lbs., formerly being $6.00 Following are the revised prices;

PAPERS—	6
Dry fibre, No. 2 Anchor	$ 0 70
Tarred fibre, No. 2 Anchor	1 00
Do., No. 2 Elephant	1 00
Surprise fibre	0 80
Stag sheathing	0 80
Joliette sheathing, dry	0 70
Do., tarred	1 00
Straw sheathing, heavy dry, 100 lbs.	3 50
Red Star heavy tarred, straw, 100 lbs.	3 80
Scythe brand straw, 100 lbs.	3 50
Carpet felt, 100 lbs.	3 90
Tarred felt, 7, 10 and 16 oz.	
Tarred felt, 7, 10 and 16 oz., 100 lbs.	4 00

BETTER FEELING IN SCRAP MARKET

Montreal.

A somewhat better feeling now exists among dealers of waste materials. The actual business turnover is still light, although slightly improved in the past two weeks, but enquiries and the general tone of the market now lend encouragement. As one dealer stated "where there is smoke there is fire." The improvement follows immediately the better tone in the iron and steel market, and it is noticeable that the betterment now is noted on ferrous and non-ferrous metals. The scrap market has been very dull for a long period, but present indications of an improvement are

thought to be a genuine feature, and better market conditions are anticipated. Following are nominal local quotations.

Automobile tires		0 75
Rubber shoes		0 02½
Yellow brass		0 05
Red brass		0.08½
Light brass		0 04
Scrap zinc		0 03½
Lead, heavy		0 04
Lead, tea		0 02½
Light copper		0 07¾
Heavy copper		0 10½
Wrought iron, R. Rd., No. 1 per gr. ton		10 50
Malleable scrap (ton)		10 50
Pipe scrap (ton)		7 00
Heavy melting steel	7 50	8 00
No. 2 busheling,		4 00
Boiler plate		8 00
No. 1 machinery cast		20 00

RANGE BOILERS HOLD AT REVISION

Montreal.

No further price developments are recorded in range boilers since the issuing of new prices last week. It is yet early to determine the effect these higher quotations will have on the buying movement, but a better tone is looked for as the market is now on a steadier basis than has heretofore been in evidence. While the new prices are slightly higher than was at first anticipated, considering the low quotations the 30 gal. boiler was selling at, manufacturers state that the firmer tone of raw materials recently, offers a steadier boiler market. Following are revised prices of last week:

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
52 gallon	21 00	26 00
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

LEAD GOODS MARKING TIME

Montreal.

Current quotations on the various lines of lead products remain unchanged, but the tendency is decidedly one of firmness. The metals chiefly used in the making of these products are slowly gaining on the primary markets, and a reflection on the finished articles is probable at any time. This would apply particularly to solder prices. It has been considered for some time that quotations on these products were at the lowest level possible, and for the past two months any change that was thought likely was of an upward nature. Zinc sheets show a price increase for import, leaving the local market very firm on these. Following are present quotations:

LEAD PIPE—	
Lead pipe	0 12½
Lead waste	0 13½

Note.—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10 per cent. off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Do., 3 to 3½ lbs., sq. ft., lb.	0 10¼
Do., 4 to 8 lbs.	0 09½

Cut sheets ¼c lb extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc, sheets, casks	0 11½
Do., broken lots	0 12

FIRMER TONE ON COPPER WARES

Montreal.

The situation on wares, insofar as articles of copper manufacture, are this week recorded with a much firmer tone. This would apply to such articles as copper boilers, nickelplated tea kettles and tea pots in particular. The state of the copper market, which has developed into one of decided firmness in the past ten days to two weeks has reflected on these articles, although no price change is yet announced.

Tinware, graniteware, and aluminum ware are said to be on a fairly steady market at present. Sales are fair nd altogether seasonable. At the last recession in prices of wares generally, it was said a further prices reduction would not be surprising in the closing months of the year. However, with the recent improvements now noticeable in copper and sheets, it would seem the chances of a revision to lower levels is now more remote.

COPPER SHEETS, RODS AND TUBING ADVANCE

Montreal.

The strength on the copper market in the primary stage is reflected this week on rods, sheets and tubing. Sheets show the most marked advance when they are quoted from 1 to 3 cents per pound higher. The situation of copper in the last ten days has been one of interest, as the gain had been steady until the beginning of the week when advances became of a more rapid nature. The heavy stocks, accumu'ated since the close of the war when both the virgin metal and scrap have been in over abundance on the market, caused quotations on copper to drop to the low level of 11½ cents in the U. S. A. The price of 13 cents is now reached, this advancement taking place in the past few weeks. Brass goods of the same nature are also said to have firmed in the past week but not to the same extent as has copper. Following are the revised quotations:

BRASS—	Base.
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier lb.	0 33
Plain tinned, 16 oz. and heavier, lb.	0 38
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

CISTERN AND COTTAGE PUMPS REDUCED

Montreal.

Cistern and cottage pumps, both in closed and open spout, are this week reduced to lower prices. Winged pumps, however, remain unchanged. Following are the new quotations on the best selling sizes;

PUMPS—	Pitcher Spout.	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 10
No. 4	3 75	4 10
No. 70		$6.00 each
No. 80		$8.00 each

NO FURTHER CHANGE IN FITTINGS

Montreal.

There has been no further change in the prices of the various kinds of pipe fittings since the recent revision to lower levels. The market for these continues with sales recording little change, being of a slow but steady nature. Following are the revised discounts of last week:

FITTINGS—		
Cast Iron fittings		20%
Bushings, cast		27½%
Do., malleable		25%
Flanges		37%
Plugs		27½%
Flange unions		22½%
Malleable unions		42½%
Dart Unions, black		29%
Do., galvanized		8%
Nipples, ⅛ to 4 in, close and short		50%
Do., long		60%
Do., 4½ to 8 in., close and short		40%
Do., long		50%
Couplings, 4 in. and under		30%
Do., 4 in. and longer		10%
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

NO CHANGE IN CORRUGATED SHEETS

Montreal.

No further development in the market for corrugated sheets is announced since the revision to lower levels a few weeks ago. For some time past, the tendency has been in a downward direction, but with the recent strength of plain galvanized sheets it is now stated that any further change may be in the nature of an advance. However, there is no indication at present that would tend to record higher prices and the market is continuing fairly steady with sales seasonably fair. Fol'owing are present list prices and discount;

Corrugated.—	
No. 28 gauge	7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

BOILER TUBES UNCHANGED BUT FIRMER

Montreal.

Although no actual price changes are yet given out on boiler tubes, they are now firmer along with other lines of iron and steel. With the market continuing to show strength, it is a question as to the time necessary before prices locally will show a change, but it is thought these will not record advances as readily as other lines, such as bar iron, and sheets. Present quotations are the following;

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	....
1¼ inch	24 50	....
1½ inch	24 00	....
1¾ inch	26 00	27 00
2 inch	24 50	22 30
2¼ inch	27 75	25 50
½ inch	25 00	26 75
3 inch	42 50	34 00
3½ inch	54 50	49 50
4 inch	75 00	49 50

COAL OIL AND GASOLINE PRICES HOLD

Montreal

Quotations on both coal oil and gasoline hold at previous levels, coal oil selling at 19½ cents per gallon, gasoline at 31 and 34 cents.

SOLDERING COPPERS ARE SLIGHTLY HIGHER

Montreal.

In line with copper goods in general, soldering coppers are this week recorded with new higher prices. The advances are slight, but demonstrate the trend of the copper market. Following are the new quotations;

SOLDERING COPPERS—

	Per pr.		Per pr.
1 lb.	0 50	4 lb.	1 60
1½lb.	0 70	5 lb.	2 00
2 lb.	0 85	6 lb.	2 40
2½lb.	1 10	8 lb.	3 20
3 lb.	1 25		

SHEET PRICES STILL HOLD

Montreal.

Notwithstanding the continuous improvement in sheets, and the recent advances made in other markets, prices locally remain at former figures on all kinds. It would not be surprising, however, if an advance was made at any time, especially on the galvanized sheets. These seem to hold the centre of attraction, with the demand also showing an increase in the past two weeks.

There are no new developments at the mills since the advance in prices of a few weeks ago, but the improvement continues, and the future trend seems assured. Following are unchanged local quotations;

BLACK SHEETS

10 gauge	4 30 to	4 65
12 gauge	4 40	4 75
14 gauge	4 50	4 85
16 gauge	4 60	4 95
18-20 gauge	4 80	5 20
22-24 gauge	4 90	5 35
26 gauge	4 95	5 40
28 gauge	5 00	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.

10¾ oz.	6 85	7 75
28 gauge	6 45	7 35
26 gauge	6 15	7 00
22-24 gauge	5 95	6 75
20 gauge	5 80	6 60
18 gauge	5 80	6 50
16 gauge	5 70	6 50
14 gauge	5 60	6 50
12 gauge	540	6 50
10 gauge	5 30	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 50	7 75
26 gauge	8 25	7 50
24 gauge	7 65	7 10
22 gauge	7 80	6 65
18-20 gauge	6 60	6 50

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

CANADA PLATES

Dull—

18 x 24 x 52s	5 80 box
18x24 x 60s	6 00 box
18x24 x 75s	6 30 box

WELSH CANADA PLATES

Polished—

18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

PICTURE WIRE SHOWS DECLINE IN PRICE

Montreal

Both the tinned and gilt picture wire are now quoted lower in price, with new prices as follows;

PICTURE WIRE— Tinned, 25-yd. coils—

No. 1. dozen	1 40
No 2 per dozen	1 90
25-foot coils—	
No. 1. dozen	0 [illegible]0
No. 2 per dozen	0 70
Gilt—25-yard coils—	
No 1	4 20
No. 2	6 30
25-foot coils—	
No. 1	1 60
No. 2	2 20

COMMUNITY AND PAR PLATE SHOWS REDUCTION

Montreal.

Of interest now when the Christmas season is fast approaching, is the announcement of a reduction in price of both Community and Community Par plated ware. The higher grade shows a reduction of approximately 11 per cent. Par plate 20 per cent. For example, the Community tea spoons which formerly sold for $5.74 a dozen, are now quoted at $5.14. Par plated spoons formerly at $2.56 will now cost $2.06.

IRON AND STEEL PRICES UNCHANGED, BUT MARKET FIRM.

Montreal

With the undertone on iron and steel remaining firm, prices locally are unchanged this week. It was thought in some quarters that while no changes were recorded at the mills, or in the primary markets, there was little likelihood of an increase locally. Following are existing prices:

Common bar iron, 100 lbs.	3 00	3 25
Refined iron	4 00	4 [illegible]0
Irish finish machinery steel	....	3 45
Mild steel	3 00	3 40
Single reeled machinery steel	5 00	5 25
Band steel	3 00	3 40
Spring steel	....	6 00
Sleighshoe steel	3 00	3 40
Tire steel	3 00	3 60
Toe calk steel	4 00	4 30
Harrow tooth steel. per lb.	....	3 55
Mining both steel per lb.	....	0 23
Black Diamond tool and cast steel, per lb.	....	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

INGOT MARKETS ARE MUCH IMPROVED

Montreal.

The firmer tone recorded last week in ingot metals is still maintained, and while no broad advance is recorded at present, there is every indication of a better tone and a stiffening of prices generally. The volume of business is improving to some extent.

TIN.—This metal is lagging somewhat as compared with others, and there is stil an opportunity to buy at a reasonable price. The market is in that condition that any indication of a real buying movement would be followed by some advance in prices. The strength of sterling exchange is also an important factor. The local market is firm at 35 cents.

COPPER.—The strength shown by New York is a prominent factor in copper markets. The volume of buying has broadened considerably both for local and export consumption. Locally copper is strong at 17¾ cents for electro, and 17½ for casting.

LEAD.—There is no particular change to report in this metal. Both London and East St. Louis being at about the same level. The demand continues good and there is no sign of any weakness. Local price is slightly higher at 7 cents.

SPELTER.—The advance still continues in the U.S.A. and the position appears very firm. It would not be surprising, however, if a quieter period ensued as the advance has been rather rapid after a long period of dullness. It is difficult to buy at less than $4.62½ for spot with a premium for futures. Producers are more or less indifferent at these prices. The English market also remains very firm. Local price 7¾ cents.

ANTIMONY.—The market in New York is somewhat quieter after the recent advance, but without any evidence of weakness. Locally the market is firm at 7½ cents for ordinary brands and 8¼ for high grade English.

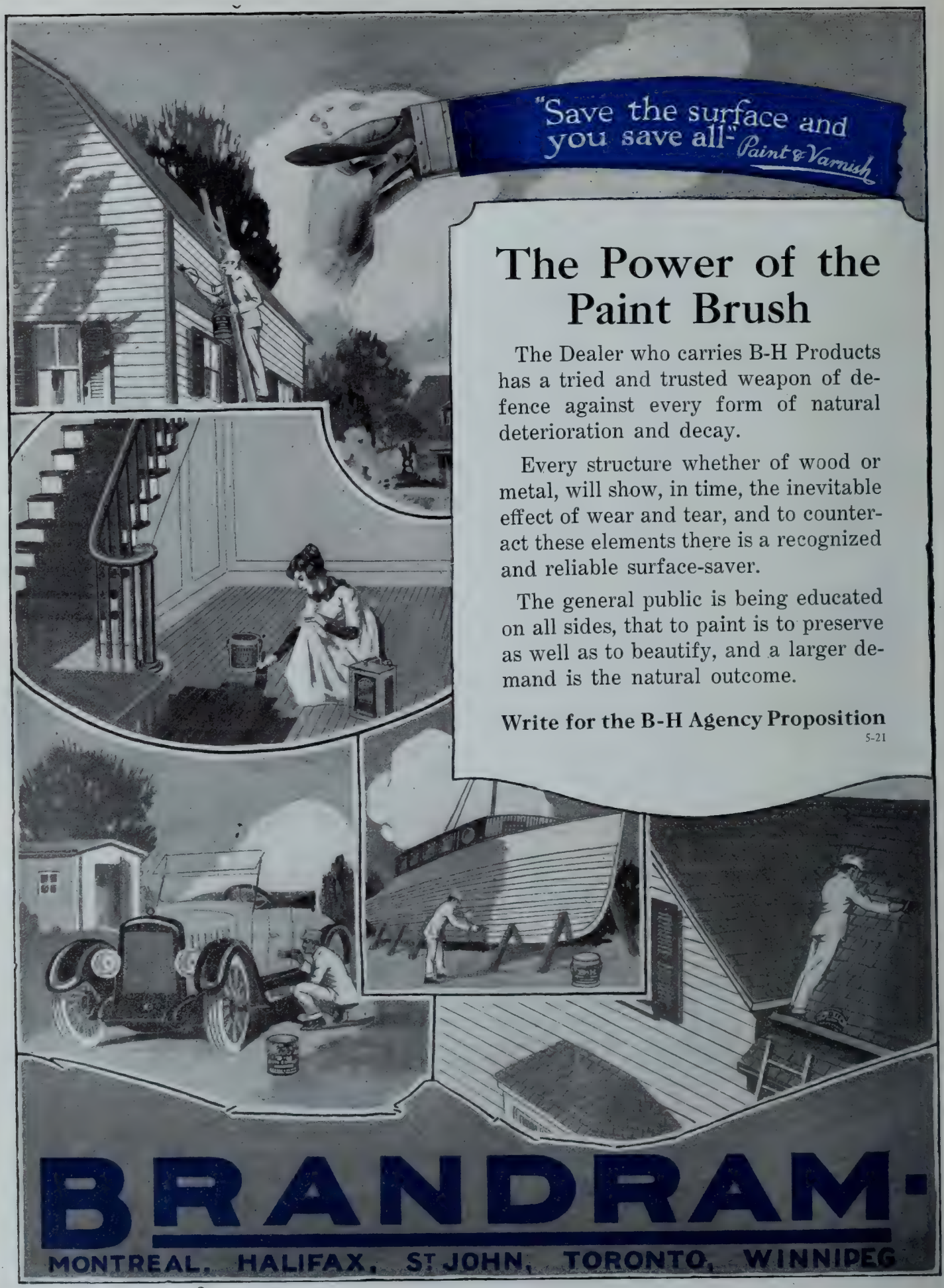
ALUMINUM.—This metal has an easier tone and the market is dull with quotations lower at 28 cents.

TORONTO MARKETS

TORONTO, October 13.—Another extensive list containing both important and minor price revisions which are generally of a downward nature, features developments on the current hardware markets. For the third successive time this season, quotations on various lines of building papers and sheathings are lower. Prices on Oneida Community tableware and cutlery have been reduced; while new lower prices are also given on Lufkin measuring tapes and rules. Revised lower quotations now appear on the Sanderson-Harold line of refrigerators, these being practically 20 per cent. lower. A similar decline is noted on screen doors and windows for next spring booking. Other reductions announced this week cover steel and brass jack chain; pressed spikes; corrugated fasteners, both plain edge and multiple point; Kiddie Kars; tie-out chains; the Victor line of wood mouse and rat traps; and a new list effective on shoe findings.

Higher quotations are given on fuel oil, the extent of the increase being 1 cent per gallon. This reflects the recent recovery of crude oil prices. A firm market is reported in copper, and this stronger tone is noted in copper products generally. There is also a better outlook in scrap materials; while slight improvement has appeared in some ingot markets. There is a stronger tone in cotton wastes, with prices holding unchanged. The condition of dealer's stocks is a contributing factor to prevailing prices on boiler tubes.

(Continued on page 52.)



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The Dealer who carries B-H Products has a tried and trusted weapon of defence against every form of natural deterioration and decay.

Every structure whether of wood or metal, will show, in time, the inevitable effect of wear and tear, and to counteract these elements there is a recognized and reliable surface-saver.

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5-21

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If interested tear out this page and place with letters to be answered.

TORONTO MARKETS

(Continued from page 49.)

TARRED FELT PRICE IS AGAIN REDUCED

Toronto.

Quotations on tarred felt are now reduced to the extent of another 15 cents, according to current announcements from the manufacturers. This change brings the prevailing price down to $4.00 per 100 lbs. The present degree of business in roofings is stated to be of a fairly satisfactory nature, with a big volume of orders, which are mainly of small proportions. The total quantity, however, registers a marked advance over the trade figures of the summer months.

REVISED DISCOUNT SHOWN ON JACK CHAIN

Toronto.

A new discount has been given covering prices on jack chain. This change is applicable to both the steel and brass chain, and the revised quotation is list less 15 per cent.

LOWER QUOTATION ANNOUNCED ON PRESSED SPIKES

Toronto.

Prices on pressed spikes have been changed, and are now quoted at the following new lower levels:

⅜ in. dia. and larger ..	$5.25 per cwt.
¼ in. and 5-16 dia.	5.75 per cwt.

CORRUGATED FASTENERS TAKE NEW DISCOUNTS

Toronto.

Corrugated fasteners are included among the commodities whch have lower quotations this week. The change affects both the plain edge fastener, which is now quoted at list less 45 and 10 per cent; and the multiple point or saw edge product, which takes a quotation of 25 per cent off. These new prices on corrugated fastners are f.o.b., Toronto, Hamilton, London, and Montreal, in shipping quantities.

NEW LIST PRICES ON KIDDIE KARS

Toronto.

The current quotations on Kiddie Kars now take a new lower list, the revised prices being as follows:

No. 2	$2.25
No. 3	2.75
No. 4	3.25

NEW LIST PRICES ON TIE OUT CHAINS

Toronto.

New net prices are now given on tie out chains. The revised list quotations follow:

TIE OUT CHAINS

No. 1 x 30 feet, per doz,	9 25
No. 1 x 50 feet, per doz.	15 00
No. 0 x 30 feet,	9 75
No. 0 x 40 feet	13 25
No. 0 x 50 feet	15 25

VICTOR MOUSE TRAPS REDUCED IN PRICE

Toronto.

Among the minor reductions announced this week, are the new lower prices on the Victor line of wooden rat and mouse traps.

K & F HORSE RASPS HAVE REVISED DISCOUNTS

Toronto.

Following the announcement last week of lower prices on the Hellers horse rasps, the K & F made of horse rasps have also revised discounts. The new quotation is list, less 75 per cent.

LUFKIN TAPES AND RULES HAVE LOWER PRICES

Toronto

A decline in prices is now recorded on rules and tapes. The general revision of prices has been announced on the Lufkin line of measuring products, which shows a lowering in quotations varying approximately between 10 and 15 per cent. Following are the revised prices on a number of the Lufkin tapes:

TAPES, MEASURING (LUFKIN)

No.	Dscription.	Each.
263—50	ft. Challenge, Steel	4 95
103—50	ft., Reliable Junior, Steel	5 25
243—50	ft., Rival, Steel	4 40
553—50	ft., Steel	3 95
1243—50	ft., Rival Junior, Steel	4 06
603—50	ft., Metallic	3 17
604—66	ft., Metallic	3 54
403—50	ft., Linen	2 39
		Dozen.
713—50	ft., Ass Skin	6 15
714—66	ft., Ass Skin	7 37
143— 3	ft., Steel Pocket	7 27
145— 5	ft., Steel Pocket	9 20
175— 5	ft., Linen Pocket	6 35
165— 5	ft., Cotton Pocket	1 55

F. o. b., Montreal, Toronto, London.

REVISED LOWER PRICES ON SANDERSON LINES

Toronto

Following are the revised list prices on the Sanderson-Harold line of screen doors and windows, also the combination make of screen and storm doors. An announcement of this change to a lower level in quotations on these products was contained in the Hardware and Metal market reports last week.

No.	Stiles.	Description.	Per Doz.
1	4″	Grained Only	$18 60
2	4″	Grained Only	22 40
21	4″	Grained, Filled and Varnished	28 00
21½	4″	Grained, Filled and Varnished	29 20
24	4″	Grained, Filled and Varnished	29 20
8	4″	Grained, Filled and Varnished	32 80
9	4″	Grained, Filled and Varnished	36 90
		1⅛″ Thick, Mortised Frame	
28	3″	Grained, Filled and Varnished	32 50

This Door made only in Standard Sizes.

All the above Doors with Black Wire Cloth.

STOCK SIZES—A, 2 ft. 6 in. by 6 ft. 6 in.; B, 2 ft. 8 in. by 6 ft. 8 in.; C, 2 ft. 10 in. by 6 ft. 10 in.; D, 3 ft. by 7 ft.

SPECIAL SIZES—Add 50% to list on Nos. 8 and 9, and 40% on all other DOORS. If larger than 3 ft. by 7 ft. add 16 cents per square foot for extra size.

CRATING—In less than half dozen packages, 25 cents per crate.

Combination Storm and Screen Dors.

No. 80—1⅛″ thick. Mortised. Interchangeable Panels. Grained, Filled and Varnished, per dozen 64 00

Perfection Window Screens.

12	10″	20″	32½″	$3 50
12	10″	24″	40½″	3 90
1	14″	15″	22½″	3 40
13	14″	18″	28½″	3 85
14	14″	20″	32½″	4 10
14½	14″	22″	36½″	4 35
15	14″	24″	40½″	4 70
16	14″	34″	60″	6 50
2	18″	18″	28½″	4 50
3	18″	20″	32½″	4 95
4	18″	22″	36½″	5 30
5	18″	24″	40½″	5 80
6	22″	22″	36½″	6 25
7	22″	24″	40½″	6 70
8	22″	26″	44½″	7 30
9	24″	26″	44½″	7 90
10	24″	34″	60″	9 80

FURTHER ADVANCE POSSIBLE IN SHEET QUOTATIONS

Toronto.

As recorded in last week's market report, the spread between the different local quotations on galvanized sheets is still evident. Some wholesalers are giving a base price of $6.25 on the 28 while other warehouses are holding unchanged to the base figure of $6.10.

Local reports indicate that the current volume of business has been slightly increasing, with orders more numerous, but generally of small proportion. It was admitted in one quarter that should the further advance in prices materialize—which has been predicted on the primary southern markets—local dealers may be forced to follow suit with increased quotations.

The prevaling situation in sheets at the U. S. mills, is stated to be the result of greater consumption, with its consequent betterment in demand the higher quotation now apparent represent the difference between the liquidation price which formerly prevailed, and the replacement figure which is based upon the mill's production costs. Following are the average prices, showing the spread between the various houses:

BLUE ANNEALED—

10 gauge, base	4 00	4 50
12 gauge	4 05	4 55
14 gauge	4 10	4 60
16 gauge	4 15	4 65

BLACK—

18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 10
26 gauge	4 65	5 15
28 gauge	4 75	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	9 50	8 75
26 gauge	9 25	8 50
24 gauge	8 65	8 10
22 gauge	8 30	7 65
18 and 20 gauge	7 60	7 50
Premier and Apollo.		
10¾ oz	6 50	7 00
U. S. 28 base	6 10	6 60
U. S. 26	5 80	6 30
22 and 24	5 65	6 15
18 and 20	5 50	6 00
16	5 35	5 85
12 and 14	5 20	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

PLATES, CANADA—

	Per box
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60

PLATES, COKE TIN—

1X, 20 x 28, 112 sheets	20 50
1X, 20 x 28, 56 sheets	12 00

PLATES, CHARCOAL TIN—

1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00

PLATES, TERNE—

1C, 14 x 20, 112 sheets	12 00

ONEIDA COMMUNITY REDUCE TABLE WARE PRICES

Toronto

The Oneida Community Co., have announced price reductions on their various lines of table ware and cutlery. Spoons which were formerly quoted at $9.00 per dozen, are now reduced to $8.00 per dozen. All other pieces have been lowered in proportion, it is stated.

BUILDING PAPERS AGAIN SHOW PRICE REDUCTIONS

Toronto

A further downward revision in prices on building papers has now been announced by the manufacturers. This current change is the third successive decline that has appeared in quotations on these products, and brings prices on many of these lines to the lowest level that has prevailed for some time. The current revisions affect dry fibre No. 2,; Tarred fibre No. 2,; Surprise fibre Stag sheathing; and tarred felt. Folowing are the new quotations:

PAPERS AND SHEATHINGS—

Dry Fibre, No. 1, Anch.	$1 35
Do., No. 2, Anch.	0 70
Do., No. 2 Elephant	0 70
Tarred Fibre, No. 1, Anchor	1 45
No. 2, Do.	1 00
Elephant brand, tarred, No. 2	1 00
Surprise Fibre	0 80
Empress Dry Sheathing	1 45
Stag Sheathing	0 80
Cyclone, dry	1 35
Do., tarred	1 45
Joliette Sheathing	0 70
Do., tarred	1 00
Straw Sheathing, heavy dry	3 50
Red Star heavy tarred straw	3 80
Ssythe Brand dry straw	3 50
Carpet felt	3 90
Tarred felt, 7, 10, and 16 oz.	4 00

STRONGER TONE NOTED IN COPPER PRODUCTS

Toronto.

The reduced quotations announced last week on copper and brass sheets, rods and tubing, are still maintained on the local markets. With the recent gains in ingot copper, the strength of this market was expected to be reflected in prices on copper products, but up to the present no change has resulted. Increases, varying from 1 to 2 cents per lb, are however, reported from other centres on copper goods. The local prices are included in the following list, but one dealer stated that there is a possibility of the higher levels developing in the near future.

BRASS—	
Sheets, base, per lb.	$ 0 22
Rods, base, per lb.	0 20
Tubing, base, per lb.	0 25
COPPER—	
Rods, base per lb.	0 26
Soft sheets, plain, 16 oz. and heavier, lb	0 28
Do., plain tinned 16 oz. and heavier, lb	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

IMPROVED BUSINESS IN LEAD AND ZINC GOODS

Toronto.

The market on lead and zinc goods has remained steady during recent weeks, and prices on these products have held firmly. This condition has been supported by an improvement in the current demand, with the volume of fall business showing a seasonable activity. The recent lower price levels on the various grades of solder are still being shown, and the following list of quotations remains generally unchanged:

LEAD AND ZINC GOODS—

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 29
Do., strictly, lb.	0 22
Do., commercial, lb.	0 20
Do., guaranteed, lb.	0 24
Do., wiping, lb.	0 20
Zinc sheets, per lb.	0 13

LOWER PRICES HOLD ON COMPRESSION WORK

Toronto.

In contrast with the many recent revisions that have been recorded, prices on valves and compression work generally remain unchanged this week. Some new business has been reported at the new lower quotations, but any general improvement is said to be very slight, as trade is only described as fair for this season of the year. Following are the prevailing discounts:

VALVES—

Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	32%
do., Fuller	25%
Flat way stop and waste cocks, standard	46%
Round-way stop and waste cocks, standard	40%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	20%
J. M. T.	20%
J. M. T. C.	25%
J. M. T. Gate Valves	25%
Gate or straightway	16-10%
Jenkins Globe	10-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. Check Valves	20%
Webber Gate Valves	20%

BASIN COCKS—

No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	43%

RENEWED INTEREST IN WROUGHT PIPE

Toronto.

The new pipe list, No. 53, has resulted in renewed interest in wrought iron and steel piping. Some markets report an increased demand developing during the past two weeks, while the production ratio at the mills has registered no change. The bulk of the buying in pipe consists of seasonable orders, according to immediate needs. Following is the new list;

Price List No. 53. Sept. 22, 1921

Standard Buttweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	1 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 60	.....	.....

Standard Lapweld Pipe S/C
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
3½ in.	35 10	44 46	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4* in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10L in.	1 98	2 5	2 75	5 33
10 in.	2 55	3 30	3 54	4 28

REVISED LIST EFFECTIVE ON SHOE FINDINGS

Toronto

Some revision has been made in the list on shoe findings, but the changes are only slight, affecting the slow moving products. The new list is effective from October 10, 1921.

CONDITION OF STOCKS GOVERNS TUBE PRICES

Toronto.

There has been no apparent change in the current situation on boiler tubes. The demand has failed to exhibit signs of any strong activity, while prices still reflect the conditions of present stocks, and are made according to the state of liquidation. No marked improvement in this situation is anticipated, while the buying movement is at its present depressingly low state, when compared with normal seasonable demands. It is considered speculative in some quarters, whether the betterment in this class of tubular goods will develop during the winter or early spring months.

Following are the current average quotations on tubes:

	Seamless.	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	50 25

BETTER OUTLOOK IN SCRAP MATERIAL MARKETS

Toronto

The outlook in scrap materials is beginning to be a little more encouraging from the dealer's viewpoint. Iron and steel scrap consumers are inquiring more freely, but demand has not yet recovered to any extent. Local dealers are hopeful of firmer prices in the near future, as quotations on waste materials in the American markets have recently been advancing. Local quotations, at present, remain unchanged. Following are the averages of dealers' buying prices for large quantities, which are more or less nominal:

SCRAP MATERIALS—

No. 2 busheling	.....	11 00
Heavy melting steel, gross ton	9 50	10 00
R. Rd. wrought iron, No. 1, gr. ton	10 25	11 25
Scrap pipe, gr. ton	6 00	7 00
Stove plate, net ton	11 00	12 00
No. 1 machinery cast, net ton	15 00	16 00
Heavy lead	3 75	4 00
Tea lead	2 00	2.50
Red brass	....	9 00
Yellow brass	5 00	6 00
Light brass	3 00	3 50
Heavy copper	9 25	10 00
Scrap zinc	3 00	3 50
Old rubbers, boots and shoes	2 00	2 50
Lumberman's rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

FUEL OIL QUOTATIONS ADVANCED ONE CENT

Toronto.

Quotations on fuel oil have been advanced to the extent of one cent per gallon, this change bringing the price up to 9 cents per gallon for fuel oil in barrels. A similar increase is noted in the price for tank cars. This revision is attributed to the recent higher prices on crude oil, and the firmer tone throughout the oil markets generally.

ANNOUNCE NEW REFRIGERATOR PRICES FOR 1922

Toronto.

A reduction of approximately 20 per cent is announced by the Sanderson-Harold Co., on their line of refrigerators, for the 1922 season booking.

LONDON MARKETS

LONDON, October 12.—Several important price changes to a lower level again appear on the current hardware markets. Among lines registering revisions in this manner are building papers, lamp chimneys, lantern globes, the Sanderson line of screen doors and windows, turpentine, linseed oil, mouse and rat traps, sad irons, fuse plugs, bit stocks and round shank jobbers' drills, and horse rasps, while there is also a new lower quotation for spring booking on fly oil.

During the past week a decided improvement was recorded in the hardware business. Fall lines are now all in good demand, with stove and stove accessories leading in this respect. Collections are in good shape.

HIGH TURPENTINE PRICE NOT MAINTAINED

London, Ont.

Turpentine quotations are recorded five cents gallon lower this week, the revision bringing prices down to $1.10, in one barrel lots. Following are the changed quotations:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 10
2 to 4 barrel lots	1 09
5 gallon lots	1 25

LINSEED OIL PRICES DECLINE 2 CENTS

London, Ont.

Revised lower quotations also appear on linseed oil this week, the latest price being 2 cents per gal'on less than the recent level. The new quotations follows:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per Imp. gal.	0 90	0 93
3 to 5 bbls., per Imp. gal.	0 89	0 92
6 to 9 bbls., per Imp. gal.	0 87	0 90

Less barrels add 15 cents gallon.

SOME BUILDING PAPERS HAVE LOWER PRICES

London, Ont.

New lower prices are given on some lines of building papers. The changes are chiefly apparent on tarred fibre No. 2; dry fibre No. 2; stag sheathing, and tarred felt. Following are the current revised quotations on these lines:

BUILING PAPERS—Tarred Fibre, No 2, $1 00 roll; Dry Fibre, No. 2, 70c roll. Stag Shathing, 80c roll; Tarred Felt, $4.50 per 100 lbs.

FUSE PLUGS AGAIN LOWER IN PRICE

London, Ont.

Fuse plugs are again reduced in price; the current announcement giving the new quotations on 10 ampere, 15, 20, and 25 ampere fuse p'ugs as $5.25 per hundred.

NEW LOWER PRICES ON POTTS SAD IRONS

London, Ont.

Among the current price reductions are the Potts sad irons, which now have lower quotations on the nickel-plated and plain sets. The new quotations follow:

Plain ..... $2.00 per set..
Nickel-plated ..... $2.10 per set

REVISED DISCOUNT ON BIT STOCK DRILLS

London, Ont.

Through a new discount quotation, lower prices are given on bit stock and round shank jobbers drills. The new lower quotation is, list less 45 per cent.

PRICE REVISION AGAIN APPEARS ON TRAPS

London, Ont.

Another new price has been announced on the Victor line of wood mouse and rat traps. The new lower quotations are:

Mouse traps, 25 cents per dozen, or $2.65 in gross lots.

Rat traps, ... $1.20 per doz.

GLOBE FILE DISCOUNTS

London, Ont.

The new quotation on Globe files should read 60 and 5 per cent. off list, in place of the 65 per cent. discount given last week.

LOWER PRICE ON FLY OIL FOR SPRING BOOKING

London, Ont.

New lower prices for spring booking now appear on the Dr. Williams line of fly oil. The revised quotations follow:

In 1 gallon cans, ...$12.00 per dozen.
In ½ ga'. cans, ...$8.00 per dozen

REVISED DISCOUNT ON HORSE RASPS

London, Ont.

Through a revision in the discount, lower quotations are given on Hellers horse rasps. The new discount is 67½ per cent.

SUBSTANTIAL REDUCTION ON COMBINATION DOORS

London, Ont.

A reduction of 20 per cent. is now announced by the Sanderson-Harold Co., on their "Combination" line of screen and storm doors. The new revised quotation is given as $64.00 per dozen.

LANTERN GLOBES TAKE LOWER PRICE LEVEL

London, Ont.

In conjunction with the current lower prices announced on lamp chimneys, lantern globes also take a lower price 'evel. The revised quotations follow:

LANTERN GLOBES—	Per doz.
1 dozen	1 45
3 dozen	1 30
6 dozen	1 20

LOWER PRICES ON SCREEN DOORS & WINDOWS

London, Ont.

Reductions are also given this week for spring booking in quotations on the Sanderson-Harold make of screen doors and windows. The extent of the decline is approximately 20 per cent.

LANTERN CHIMNEYS NOW HAVE LOWER PRICES

London, Ont.

Lower quotations are announced this week on lantern chimneys. The revised prices are as follows:—

LAMP CHIMNEYS—	
A, 8 dozen to case, per case	10 75
B, 6 dozen to case, per case	9 15
Rochester, No. 2, per dozen	2 00
Electric Slim, No. 2, per dozen	2 00
Rayo, per dozen	2 00

BOOKED ORDERS FOR ICE SKATES BEING TAKEN

London, Ont.

Booked orders for ice skates are now being taken. There has been no change in quotations for the coming season, prices on the Starr make remaining at, list less 30 per cent.

NEW HOCKEY STICK FOR COMING SEASON

London, Ont.

A new hockey stick is now on the market for the coming winter season. This is the Munro line, and prices are as follows;

Munro Professional, $9.50 per dozen.
Munro Hand Made, $13.50 per dozen.

REPORT BRISK SALES FOR BUCK SAWS

London, Ont.

The annual season for buck saws has now arrived, and dealers general'y report a fair movement in these products. Prices are unchanged at the following levels:

Happy Medium, ...$15.50 per dozen.
Prince Rupert, or equal, $20.50 per dozen.

SEASONABLE MOVEMENT IN STOVE BOARDS

London, Ont.

Stove boards are now selling well, according to the recent reports from both wholesalers and merchants. This seasonab'e movement is now more satisfactory. Prices are holding well at the following:—wood lined, list less 15 per cent.: paper lined, list less 30 per cent.

FURNACE SEASON CREATES NEED FOR SIFTERS

London, Ont.

Ash sifters are another of the seasonable products now registering marked sales. With the commencement of the furnace period, the demand for sifters has recently increased, and reports generally indicate a fairly active movement. Prices remain at following levels:

Common wood sides, $2.40 per dozen.
Banner, No. 2, ...$3.10 each.
Banner, No. 3, ...$2.10 each.

WEATHER STRIPS SALES SHOW FAIR START

London, Ont.

Fall sales have now commenced for weather strip, and a seasonable period of activity is looked for in this line. Fo'lowing are prevailing prices:

Frost King Felt, ...$5.00 per dozen.
Wood King felt, ...list less 55/5 per cent.

WINNIPEG MARKETS

WINNIPEG, October 12.—Many lines in hardware commodities have lower prices this week. With the exception of manufactured cotton goods, the revisions are all lower. Reduced prices featuring the market this week are those quoted on square and hexagon nuts, corrugated iron, blacksmiths' hammers, carriage and machine bolts and linseed oil. The cotton market is still unsettled, and further higher prices are quoted this week on cotton twines, sash cord and cotton clothes lines.

NEW DISCOUNTS GIVEN ON CARRIAGE BOLTS

Winnipeg.

Lower prices are quoted on carriage bolts this week, and the new discounts are as follows:—

3-8" and smaller 6" and shorter 32½%
over 6" 20%
7-16" and larger 15%

NEW LOWER PRICES ON CORRUGATED SHEETS

Winnipeg.

Lower prices are recorded this week on corrugated sheets. Following are the new prices:—

CORRUGATED SHEETS—

Galvanized medium:	
28 gauge, per 100 lbs.	7 20
26 gauge, per 100 lbs.	7 88
Painted medium:	
28 gauge, per 100 lbs.	5 85
26 gauge, per 100 lbs.	6 75

BOLT DISCOUNTS ARE GENERALLY REVISED

Winnipeg.

Prices have been reduced on plow bits, elevator bolts; sleigh shoe bolts; bolt ends; shaft bolts; step bolts; and coach screws. Following are the new discounts:—

BOLTS—

Plow bolts	25 per cent.
Elevator bolts	47½ per cent.
Sleigh shoe bolts	12½ per cent.
Bolt ends	25 per cent.
Shaft bolts	12½ per cent.
Step bolts	12½ per cent.
Coach screws	42½ per cent.

SQUARE AND HEXAGON NUTS LOWER IN PRICE

Winnipeg.

Prices have been revised this week on square and hexagon nuts, and are now lower. Following are the new quotations:—

NUTS—

	Square Plain. Case Lots, per 100 lbs.	Square Tapped.
¼ inch	14 75	17 25
5-16 inch	14 25	16 45
⅜ inch	12 45	14 05
7-16 inch	11 85	13 25
½ inch	11 00	12 25
9-16 inch	10 85	11 95
⅝ inch	10 55	11 55
¾ inch	10 35	11 25
⅞ inch	10 25	11 15
1 inch	10 45	11 35
1⅛ inch	10 15	11 05
1¼ inch	10 15	11 05
1⅜ inch	10 25	11 25
1½ inch	10 25	11 65

Less than case lots, $.00 more per 100 lbs.

	Hexagon Plain. Case lots ,per 00 lbs.	Hexagon Tapped.
¼ inch	17 25	22 00
5-16 inch	16 45	20 15
¼ inch	14 05	16 15
7-16 inch	13 25	15 15
½ inch	2 25	13 50
9-16 inch	11 95	13 35
⅝ inch	11 55	12 65
¾ inch	1 25	12 15
⅞ inch	11 15	12 05
1 inch	11 35	11 90
1⅛ inch	11 05	11 90
1¼ inch	11 05	11 90
1⅜ inch	11 25	112 00
1½ inch	11 65	12 30

QUOTATIONS ON HAMMERS ARE NOW REDUCED

Winnipeg.

A slight reduction is made this week on the price of hammers. Following are some of the latest quotations:

HAMMERS—

Masons—3 to 4½ lbs., 28c per lb.; 5 to 20 lbs., 22½c.

Double Face Spalling, 22½c per lb.

Striking—3 to 4½ lbs., 22½c per lb.; 5 lbs., and over. 16c per lb.

Stone Sledges, 8 lbs. and over, 16c per lb.

Blacksmith's Sledges—4 lbs., 22½c per lb.; 5 lbs. and over, 16c per lb.

SOLDERING COPPERS HAVE NEW LOWER PRICES

Winnipeg.

Prices have been reduced this week on soldering coppers. The new prices are as follows:—

SOLDERING COPPERS—

1 lb., 49½c per lb ; 1½ lbs., 45½c; 2 lb., 42c; 2½ lbs., 41c; 3 lb., 39c; 3½ lbs., 39c; 4 lb. and over, 38c.

LINSEED OIL PRICES AGAIN LOWERED

Winnipeg.

A further reduction is given on the current linseed oil quotations. Oil is now selling for $1.05 per gal. for raw and $1.08 for boiled in barrel lots.

FURTHER INFLATION OF WRAPPING TWINE PRICES

Winnipeg.

Further increased prices on wrapping twine are announced this week and are as follows:—

Cotton Twine

In balls:—	
3 ply	50c per lb.
4 ply	52c per lb.
In Cones:—	
3 ply	46c per lb.
4 ply	48c per lb.

QUOTATIONS ALSO LOWER ON MACHINE BOLTS

Winnipeg.

Prices have been reduced on machine bolts and the new discounts are as follows:—

3-8" and smaller, 4" and shorter 45%
over 4" 32½%
7-16" and larger 32½%

TURPENTINE QUOTATIONS HOLDING UNCHANGED

Winnipeg.

Turpentine is still selling at the level which has recently prevailed, and no further change has been announced. The current quotation therefore is $1.20 per gallon in 1 barrel lots.

ANNOUNCE REDUCTION IN LAWN MOWER QUOTATIONS

Winnipeg

Quotations on lawn mowers have been reduced, and new prices are announced for the 1922 season's trade. Following are the revised levels:—

LAWN MOWERS—

Daisy, 12 in., $7.50 each; 14 in., $7.75, 16 in., $8.00.

Woodyatt—12 in., $9.75 each; 14 in. $10.50; 16 in., $11; 18 in., $11.75; 20 in., $12.25.

Empress—14 in., $12.50 each; 16 in., $13.25; 18 in., $14; 20 in., $14.50.

PITTSBURGH MARKETS

PITTSBURGH, October 13.—Conditions in the iron and steel trade have changed very little in the past week. Prices have shown no important movements, and the volume of demand is not materially altered.

The railroads announce a reduction of 28 per cent in iron ore freight rates, balancing the 40 per cent increase August 26, 1920, so that rates will be down to where they were before that advance, being still well above the level of 1914. The announcement is that the reduction will be only to December 31, but the trade assumes that the reduction will be permanent. The rate from Lake Erie dock to valley furnaces will decrease from 91 cents, to 65 cents, but so far as known there is no reduction scheduled in the dock charges.

While the blast furnacemen have been anxious to see rate reductions they are not particularly pleased with this move because of all reductions it is the one that will do them the least good. They are moving very little ore now and the reduction will hardly encourage them to move more. They have large piles of ore at furnaces. What the furnacemen consider an unfortunate feature of the matter is that the reduction will encourage pig iron buyers to look for lower prices on pig iron, whereas for some time to come it will cost just as much to make pig iron as formerly, since the ore piles have to be used.

If the reduction had been made on coke the case would be different, for the furnaces are moving coke every day. Doubtless the railroads realized the circumstances in picking on ore for the first reduction, and accordingly some furnacemen call the ore rate reduction "a play to the galleries." When the ore reduction really counts it will mean about 47 cents on the amount of ore needed to make a ton of pig iron. The freight on a ton of Connersville coke to the valleys is $2.52, and a 28 per cent. reduction on this would be 70 cents, or about 77 cents on the amount needed to make a ton of pig iron. Doubtless this will come some time, but the railroads would like to have it at once.

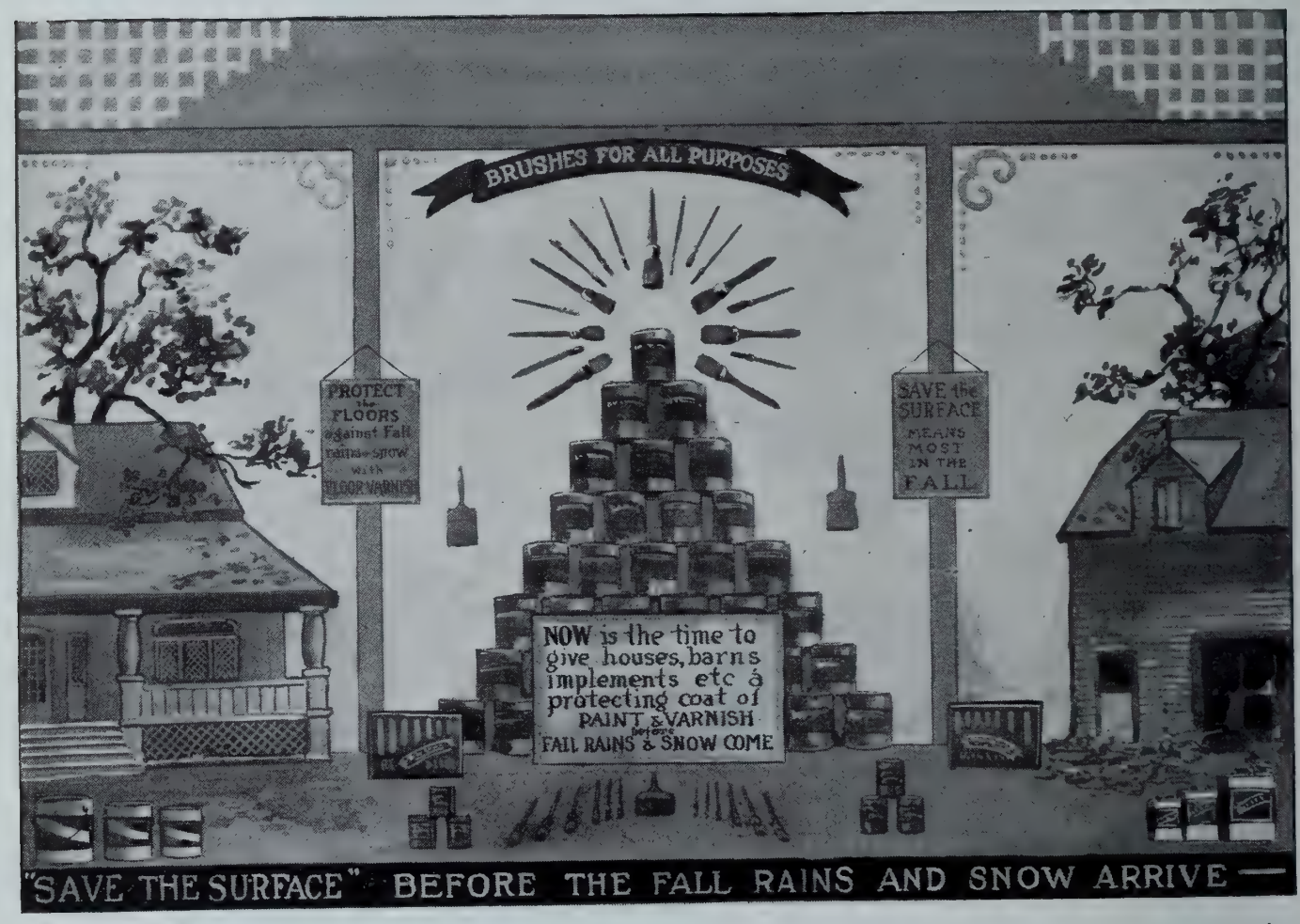
Production of pig iron in September was at the rate of about 12,000,000 tons a year, this comparing with rates of about 11,200,000 tons in August and 10,000,000 tons in July, the low month. Production now is probably at fully 13,000,000 tons.

Production of steel ingots is at 33 to 35 per cent of capacity, against 30 per

(Continued on Page 62.)

Fall Appeals in Paint Displays

General Arrangements of Paint Window Displays Supplanted With More Effective Arrangements With Definite Appeals—"Save the Surface" Particularly Important in Fall Months—Urban and Rural Dwellers Susceptible to Forceful Arguments for Fall Painting



THE WINDOWS provide the hardware merchant with one of the most effective mediums which it is possible to command in connection with stimulating Fall interest in paint, varnish, etc. A few years ago the average customer of the hardware store was in the habit of seeing paint displays in the windows of the store for a few weeks during the Spring season, and with such an influence at work how could the result be anything else but that paint trade would concentrate around that season and be very scant in volume during the rest of the year?

The change of sentiment which has taken place in recent years is evidence of the effectiveness of the hardware merchant's efforts in his own locality. By the use of window displays of paints at all times of the year, the use of newspaper space to sound forth the advantages of painting at other seasons than in the Spring, and the special personal effort put forth by the merchant and his salesmen, the tendency has been changed until now much painting is done in the fall and even in the cold weather. Customers have been brought to a closer realization of the value of "Saving the Surface" in the Fall.

As an aid to hardware merchants in taking the utmost advantage of the help which the window provides, a suggested arrangement of a Fall window is shown herewith. There are a great number of arguments in favor of painting at this time of year, as will be found from a close perusal of the pages in this section, and the windows provide a good means of setting forth these arguments to local prospects. There are other means of bringing these arguments to the notice of prospective customers, but it will be found that the windows will be very helpful in this respect and frequently they can be made to support effort expended in other directions.

An analysis should be made of local trade to ascertain the proportions of urban as compared with rural customers so that due attention may be given to each. Then the number of days in which the windows can be used for paint displays should be considered. With this information the merchant will know what arrangement to follow in the arrangement of the window and when to change it. Directness in appeal will be one of the most important elements in making the paint window a success and therefore special arrangement will be necessary to secure the interest of various types of prospects. The farmer will be interested in knowing that he can greatly lower the overhead charges on his plant and equipment by keeping buildings and implements well preserved with paint, varnish, etc. The housewife with a small family will be interested in knowing that there are floor finishes which will be unmarred with the tracking in of wet boots from the fall rains and winter snows. For the fall housecleaning the housewife will also be interested in wall finishes which can be easily applied, and the property owner will be interested in the value of paint in protecting property exteriors in view of continued high costs of construction. These points can all be effectively illustrated in the window displays and attention to them will be fully justified by results.

Sell the Home Shelf Idea

There is a constant need for paints, varnishes and finishes around the home. Furniture becomes scarred, linoleum gets dull; woodwork fades, stovepipes rust—and many other surfaces about the home need frequent refinishing.

You can make this business a source of great profit for you. Sell the housewife on the idea of always having some on hand for immediate use. That's the way she saves upkeep expense and keeps things about the home spick-and-span—always. Glidden Jap-a-lac is just the thing for this purpose. It is made in a variety of practical colors, ready for immediate use.

Write to-day for complete line and other information.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

Branches at Montreal and Winnipeg

If interested tear out this page and place with letters to be answered.

The Brush Department

Russian Bristle Industry Improving

Some Supplies From Ukraine Sold at Reduced Prices, But Unsorted—Russian Bristles Bringing High Prices, But Quantity is Small

(Continued from September 17th issue)

COUPLED with the elimination of Russian bristles, came the ravages of the Chinese famine, which partially crippled the hog industry in China. This condition is now being recovered to some extent, however, and the improvement has been coupled with the resuscitation of the Russian industry. Some shipments of bristles from the Ukraine have been sold to dealers at reduced prices merely because such supplies were unsorted. The majority however, are bringing record prices, and the Russian bristles are commanding higher prices, the same as before the war, owing to their superiority. The finest grades come from Siberian districts, where the bristles grow longer, because of the fact that the pigs spend most of their time in the fresh air, subjected to the comparatively cold climate.

The famine now reported to be raging in Poland, Ukraine, and western Russia, has again practically exterminated the pig from those regions, so that future supplies of Russian bristles can be only small for some time to come when compared with the quantity available to the trade in pre-war days. The bright side of this feature of the situation is found in the report that there are fairly large stocks of bristles on hand in Poland, but that their export has been forbidden by the Polish Government, as it is the intention to encourage local brush manufacturing; hence the embargo.

The method of collecting the bristles from the peasants, especially in northeastern Russia where isolated villages are scattered over vast areas, affords on interesting study. Means of transportation over the plains have always been inadequate, therefore the peasants have been in the habit of holding their small stocks of bristles until a travelling purchaser calls at the vilage periodically. In some countries, such a character would be termed a "pedler." Through this source they are passed on to dealers, who have adopted the plan of collecting bristles at the various annual fairs conducted throughout the country.

The assortment and preparation of the assembled bristles has been chiefly in the hands of the Jewish population of Russian cities; and because of the essentially Jewish character of the Russian bristle industry, Leipsig in Germany, became one of the chief marketing and distributing points. It is said that the Jewish traders were permitted to enter Leipsig free of restrictions, while various rules and regulations existing in Petrograd, prevented the Jews from having the same easy access to that city. From Leipsig, the bristles reached the world's markets by way of London, England, and while the war eliminated Leipsig from among the prominent factors in this industry, yet London still remains the principal world market for Russian bristles.

A. Ramsay & Son Co. Hold Conference

Montreal—An interesting and instructive conference of branch managers and distributors for A. Ramsay & Son Company, was held at their head office in Montreal. Each day those attending gathered to discuss the questions relative to paint and varnish salesmanship, and many interesting topics were presented from the different districts. As to present prospects, it was unanimously agreed upon that the outlook for 1922 was exceedingly bright.

While the programme embodied talks and discussions of a very educative character, it was not devoid of amusement and entertainment. A theatre party and banquet offered these, in the relaxation from the business of the gatherings held each morning and afternoon.

Those attending represented the different branches of the company from coast to coast, and those from out of town included: H. C. Douglas, W. E. Greer, J. D. McDonald, H. S. Duncan, R. J. Sirman, and J. R. Simmonds.

COPPER IMPROVEMENT MAY NOT LAST

(Continued from page 39)

to come, whereas the brighter tone is merely getting back again to normal.

There is undoubtedly a better aspect existing at the present time in copper, but even should present gains be held, considerable time would elapse before the upward revision could be reflected on copper products in the hardware field. This viewpoint is substantiated to some extent by the recent recessions appearing in quotations on copper tubing, sheets and rods.

"Owing to the firm nature of the copper market, coupled with the recent higher prices of this metal on the primary centres, any further advance in quotations at ingot mills would necessitate similar increases on the local market," stated W. Brymer, General Manager of the Canada Metal Co., in discussing the recent developments in the ingot copper with Hardware & Metal.

All Metals Are Firm

The demand for copper has greatly improved," said Mr. Brymer, "and it is to be hoped that the better tone of the copper situation today, will prove of a permanent nature; although it is yet too early to make conclusive statements. The degree of confidence which consumers have in the market, coupled with a continuance of the present buying movement, will most likely be the chief factors in determining the temporary or permanent nature of these prevailing copper developments. At the present time, all metals are firm, while business is generally better."

A Toronto representative of one of Canada's largest importing and distributing houses for ingot metals, stated to Hardware & Metal, that any increase in demand for copper, or revival of normal trading activity, is more or less bound to be reflected in an improved market tone, and higher prices generally. This was said to be because copper had been in the dumps for so long a period, that the consequent price deflation and trade depression had brought quotations down to a point where the metal was selling even below the cost of production.

Must Reduce Surplus Stocks

In the case of the copper industry, it is said that any permanent increase in demand, would uitimately lead to an expansion of operations in the mining districts. These have recently been greatly restricted. Any such improvement however, is only likely to develop after the prevailing surplus stocks have been reduced in quantity. The experience of the past has been that fluries of buying and price fluctuations in copper have been without a firm foundation.

Reports recently received from the American markets indicate that copper has been firming up steadily, with the demand holding very strong. Quotations for November futures are also holding very strong levels, with Germany and Japan supplying the present foreign demand.

The firm tone in copper on the primary market, the subsequent price development in sheets, rods and tubing and the anticipated change in quotations on finished articles has been an attraction in the hardware market in the past ten days. The trend on the market becomes more pronounced from day to day and this week the reflection is on sheets, rods and tubing when an advance of 1 to 3 cents a pound base is recorded. From the situation of this

(Concluded on Page 62)

You, Too, Want Satisfied Customers-- Read This Letter:

Toronto, Ont.
Sept. 22nd, 1921

The Boeckh Co. Ltd.,
166 Adelaide Street W.,
Toronto, Ont.

Attention Advertising Manager.

Dear Sirs:—

Will you please accept this entirely unsolicited testimonial to the excellence of an article of your manufacture, namely, a shaving brush bearing the name and date, "Boeckh, 1916."

This brush was evidently originally supplied by you to the Department of Militia and Defence, as it was issued to me while in the army, early in 1917.

It has been in daily use ever since, and has certainly received no particular care, yet its efficiency seems quite equal to that when new.

I have been given several supposedly "superior" brushes since, but they have never been used, as I prefer to stick to one of proven qualities, and familiar pattern.

I am telling you all this because I believe in both commending and recommending a worthy article, and because goods, supplied under army contract, so often bear an unfair suspicion of inferiority.

Yours very truly,
Name Supplied on Request.

The Boeckh Company, Ltd.

Toronto, Canada
Established 1856

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, October 13th—Although no actual price changes are evident in the current paint markets this week, the markets are by no means featureless. Both linseed oil and turpentine are much easier with price changes in a downward direction imminent. The cause of the continued weakness noticeable in linseed oil during the past two weeks, but more pronounced this week, may be attributable to an improvement in crop conditions and an assurance of no lack of seed on the domestic market. The turpentine market is found wanting in demand. The recent spurt accompanied by considerably higher prices did not find consumers in the buying mood, and the market is now one of dullness. As stated, all products are holding unchanged in price.

Conditions in shellac are the reverse. Market tendencies are decidedly firm, but with the marked advance of last week, no further revisions are anticipated unless the firm attitude continues. Both white lead in oil and putty remain steady with an active demand showing, particularly on the latter. Window glass becomes a better seller from week to week with no noticeable change either in prices or market tendencies.

CHANGE IN LINSEED OIL PRICES IMMINENT

Montreal.

With quotations on linseed oil holding for the week, price recessions are imminent. Prices ruling at present are 85 and 87 cents for raw and boiled oil respectively in one barrel lots. While the current demand in most quarters is reported as fair, the chief reason for continued fluctuation, and easing off, is the assurance from present indications that there is little liklihood of a shortage of seed, on the domestic market. It is also pointed out that ruling quotations on Western seed are at a reasonably high figure in comparison with present wheat prices, and a lowering in this direction would still leave the flax seed at a favorable price in comparison. The demand, as stated, is fair for the season, although the long termed contracts from manufacturers of paint are not in evidence as in past years. Following are the ruling quotations:

LINSEED OIL—

	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 85	0 87
3 to 4 barrel lots, per gal.	0 83	0 85

Less barrels, add 10 cents per gallon.

LOWER PRICES ANTICIPATED ON TURPENTINE

Montreal.

Current quotations on turpentine also hold unchanged this week, with the market decidedly easier. A price of $1.07 in one barrel lots is still given, but a lowering in the near future would not be surprising. The recent marked strength on this market failed to be accompanied by any interest on the part of buyers, this lack of demand is stated to be the reason for the easing off. Just how far prices will recede in the anticipated revision is unknown, Any distinct lowering is hardly thought probable because of the attitude of producers in the Southern market who are loath to market turpentine at further reduced prices. Present prices are the following:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 07
2 to 4 barrel lots	1 05
Broken lots	1 17

SHELLAC CONTINUES FIRM

Montreal.

The situation in shellac is one of firmness. Although the demand locally, as is usually the case at this season of the year, is only fair, stocks are by no means heavy. In outside markets the demand is said to be in excess of production, with primary markets continuing very firm. Last week a marked advance was shown on both white and orange shellac; thus, unless the present strength of the market continues, it is not anticipated that further revisions will be made in the meantime. However, it is a question just how long this firmness will have to be in evidence before another change in quotations is made. Following are the existing prices:

SHELLAC—		
In bbls., per gal.	4 65	4 15
Gal. jugs, pr gal.	5 00	4 50

STEADY MARKET FOR WHITE LEAD LOOKED FOR

Montreal.

Current demand for white lead in oil continues satisfactory, outside painting being carried on to a good extent in all districts. This will continue in all probability, as reports from outside dealers state that the fall painting movement has gained ground this year and this will have its reflection on white lead. The undertone of the market is one of firmness, raw materials holding steady to firm on the primary market. With these conditions prevailing, a steady outlook is expected both for the present and next season's movement. Prices locally are $12.00 in 5 ton lots, $12.75 in 1 ton lots, and $13.10 in less quantities.

GOOD DEMAND FOR PUTTY

Montreal.

Current demand for putty has increased from week to week, and while sales are comparatively small with past seasons, the movement is one of satisfaction to manufacturers and jobbers. While the recent easier price levels share to an extent in the present activity, they are not considered the chief factor, as the present season usually demands activity of this product. Following are prevailing prices:

PUTTY—	5-ton lots	1-ton lots.	Less
Standard, per 100 lbs.			
Bulk barrels, 800 lbs. .. .	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
1-lb. tins	8 75	9 25	9 50

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices

TORONTO

TORONTO, October 13 — Once again turpentine quotations furnish specific attraction on the local paint markets. This week see-saw tactics have developed, with prices again rising to the high level of $1.15 per gallon in 1 barrel lots, which prevailed a short time since. Last week's decline was based on the easier tone at southern primary supply centres, and attributed to lack of consumers demand. Similarly, the current increases are reflecting the return upward trend of Savannah prices, caused through the uncovering of immediate requirements, and some reports of foreign buying. The mediocre condition of local stocks is said to be a primary factor in causing quotations to closely follow the range and fluctuations apparent on the southern markets.

TURPENTINE PRICES PLAY SEE-SAW; ARE AGAIN BACK AT HIGH LEVEL

Toronto.

Local quotations on turpentine have again risen in sympathy with the higher quotations on the southern primary markets. This increase amounts to 5 cents per gallon, and places prices back at the peak recorded two weeks ago, namely $1.15, in one barrel lots.

The recent sudden rise in turpentine quotations, found consumers unwilling to purchase at the inflated levels. As a consequence of this development, prices on the Savannah markets receded somewhat, and resulted in the local reduction recorded last week. However, the general condition of stocks forced evidence of consuming demands, and the

(Continued on Page 62.)

SIGN OF MERIT
BEST B&M CO MADE

"Muresco Creates a 'Homey' Feeling
When Applied to Wall or Ceiling"

A Brush Worthy of Muresco

We are interested in seeing the consumer get the utmost satisfaction from the use of Muresco. This means greater sales and distribution, greater profits for the merchant, and better business for us. To encourage the use of a good brush, we are offering this reliable brush especially suited to Muresco. The price is merely nominal.

This is a brush of absolutely pure Chinese Bristles. There is absolutely no horse hair used, or other hair of any kind. As can be seen, it is a broad, full, generous brush, suitable in every way to get the best results from Muresco with consequent satisfaction to all concerned.

Muresco has established, and maintains, an enviable record for quality. It will not peel, crack or rub off; it is very economical in use, artistic in appearance, durable and sanitary.

If your business is not yet enjoying the benefits of Muresco sales—investigate. Muresco is made in white—16 tints—and 16 colors.

Write to-day for color cards and prices.

The Moore Line Consists of:

MURESCO: The best wall finish.
HOUSE COLORS: A pure linseed oil paint.
FLOOR PAINT: "Can't be beat for under feet."
TILE-LIKE: Varnish and stain combined.
MOORAMEL: Perfect flowing enamel.
SANI-FLAT: A non-poisonous flat oil paint.

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco

If interested tear out this page and place with letters to be answered.

PAINT MARKETS

(Continued from Page 60.)

trend of primary markets is again upward. Local dealers have generally been buying as current requirements dictated, and as pointed out in a previous issue of Hardware and Metal, this condition reflects the Savannah fluctuations more sharply.

Germany is reported to be among the foreign purchasers of turpentine on the southern markets, the demand from these quarters being classed as one of the primary factors in the present stronger tone, and recent price gains. This condition of affairs has been more or less accentuated by the estimated deficiency in the French crop, when compared with last season's volume.

Local dealers with any stocks of turpentine on hand, are inclined to adhere to the figures quoted last week of $1.10 per gallon in barrel lots. Owing to the increased cost of laying down the product on the local market, however, the average quotations have generally advanced to the following levels:

TURPENTINE	Imp. gal.
1 barrel lots.	$1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph, Windsor, or Montreal, but freight may be equalized from any of these points.

Car loads of oil of 70 bbls. Price on application.

Less than 1 barrel lots, 15 cents per gallon additional.

LINSEED OIL LEVELS REMAIN UNCHANGED

Toronto.

Quotations on linseed oil generally remain at the lower level recently in effect. This easy tendency is attributed to the current lack of demand, combined with more complete estimates of the current season's flax seed returns. These improved crop reports have cultivated the opinion that no lack of seed should develop on the domestic markets. Estimates governing the American seed, while also registering a shortage when compared with last year, are considered fairly satisfactory. It is yet a little early to record Argentine crops, but it has been stated that any average returns should favor an adequate seed supply, as southern producers held over large quantities from last season.

Following are the unchanged local quotations on linseed oil:

LINSEED OIL—		
1 to 2 barrel lots, per gal.	0 90	0 93
3 to 5 barrel lots, per gal.	0 89	0 92
6 to 9 barrel lots, per gal.	0 87	0 90

Less barrels, add 15 cents per gallon.

STEADY MARKETS EXISTS FOR WHITE LEAD IN OIL

Toronto.

With current demands fairly good, a steady market exists for white lead in oil. It is reported that Fall painting activities are generally increasing, and the improvement in this direction is reflected in the current movement on white lead. Prices remain unchanged as follows:

WHITE LEAD IN OIL—	5-ton-lots.	1-ton lots.	Less quantities
Per 100 lbs.	$12 70	$13 20	$13 55

PITTSBURG MARKETS

(Continued from Page 55.)

cent in August, and about 12 per cent in July the low month. There has been no material change in the rate of production in the past two or three weeks, though there is some reason to believe that there is a slight tendency towards increased production.

Semi-finished steel is very sluggish, there being scarcely any interest in the market. Mills generally are holding sheet bars at the recently advanced price of $32 but it does not appear that the price has been paid thus far. Sales a few weeks ago were at a trifle under $30. In billets there is no action at all, and some mills do not have even a nominal asking price. Rods are supposed to be $41, by the recent advance, but the market has not been tested.

Bars, shapes and plates continue sluggish. The Carnegie Steel Company recently announced its prices at 1.65c for bars and 1.75c for shapes and plates. So far as known the company is adhering to these prices and that is not easily understood since some independents are ready sellers at 1.60c for all three products. The 1.60c price, however, seems to be the minimum, and if so the market is firmer than a few weeks ago.

Hoops and bands are in very poor request, but mills seem to be adhering to a price of 2.25c, to which they recently advanced, probably on the theory that they can secure one price as easily as another.

Wire products show nothing important marketwise, since the distribution is almost wholly on old orders, booked before the advances of September 12, $2 on wire and $3 on nails, present prices being 2.60c on plain wire, 3.10c on galvanized wire and $2.90 on nails.

A little business is now being booked by sheet mills at the $5 a ton advance of some three weeks ago, but of course the chief operation is against the old orders. Whether the new prices will hold indefinitely is a question, but already some of the mills are discussing the prospects of another advance. Present prices are: Blue annealed, 2.50c; black, 3.00c; galvanized, 4.00c.

Demand for pipe mill products has been increasing slowly right along, but there is little improvement now. For standard steel pipe, demand is quite fair, but there is little being done in line pipe or oil country goods. Crude oil prices have been advancing rather sharply in the past ten days, and this would encourage drilling were the season not so far advanced.

Tin Plate is Active

Tin plate continues to make an altogether remarkable showing for this time of the year, since week by week production increases, 65 per cent or more of the tin plate mills being in operation, against about 25 per cent last June. The increased production is due partly to increased demand and partly to liquidation of mill stocks. Prices are quite irregular.

Pig iron is firm in the local market but distinctly inactive, transactions being light, and inquiry as well. The market is quotable at $20 for Bessemer, $19.25 to $20 for basic and $21 for foundry, f. o. b. valley furnaces. Quite a divergence of opinion has developed as to the future of the iron and steel market over the next three months. In some quarters the opinion has arisen that all the improvement to be expected for this year has already occurred and that there may even be a recession of demand by December. In other quarters it is held that general business is going to increase steadily, bringing a larger consumption demnad for iron and steel week by week, and that by early spring everything will be quite active again.

CORRECTION.

In our last issue it was stated that Robt. C. Holder of St. John, N.B., had been appointed representative for the Inperial Varnish and Color Co., Ltd. in the Maritime Provinces. This was an error, Mr. Holder will represent Paint & Varnish Limited, Montreal.

COPPER IMPROVEMENT MAY NOT LAST

(Continued from Page 58.)

metal now evident in the primary stage, it would seem reasonable to state that higher prices are altogether probable on finished articles of copper manufacture such as copper boilers, tea kettles, and tea pots, etc.

America is known as the chief source of supply for copper, turning out between 70 and 75 per cent. of the world's supply. Before the war, Europe was her chief customer, and she became even a greater buyer during war years, munitions alone requiring enormous supplies. It was at this time that production was doubled, or tripled. The war suddenly came to an end leaving enormous stocks. These were made greater by the accumulation of scrap, that can be salvaged and used in almost any circumstance as the virgin steel. With stocks so heavy, it has taken practically three years to bring them back to normal, and during this period the low level of 11½ cents was reached. Supplies are now nearing normal, buyers are realizing that the low figure would not hold, Europe is again in the market regaining her former standing as chief customer, and it is today doubtful whether copper can be bought for 13 cents, according to authorities. The normal price is said to be around the 15 cent figure, and if the strides recently made are continued, it is only a question of time until this figure is reached. Whether it will be surpassed is a question, but dealers hope the gains are not too rapid, leaving the health of the rise questionable.

Manufacturers of copper goods state the recent strength in the primary market has not yet had time to realize itself in the finished product, but with a continuance of the present tone it would not be surprising to see a subsequent advance in quotations.

Kyanize

KY-A-NIZE

"All Free Dealer Helps"

—Winthrop Wise.

To reach every possible consumer we give our agents these helps, color cards, booklets and descriptive literature to housewives, painters and architects. Mailing lists gladly circularized, newspaper electros and picture slides to bring people to your store to buy

Kyanize
KY-AN-IZE

VARNISHES and ENAMELS

After seeing your literature, advertisements and color cards, the prospective buyers will be greeted by attractive window displays for we furnish agents with display material that will sell.

LIVE DEALERS

Here's your opportunity to secure the Exclusive Agency if you are in unrestricted territory.

Write Today

Boston Varnish Company, Everett Station Boston, 49, Mass., U.S.A.

Chicago Warehouse and Office,
519 W. Roosevelt Road.

San Francisco Warehouse & Office
269 Eighth Street

Canadian Wholesale Distributors:

J. H. Ashdown Hardware Co., Limited, Winnipeg, Edmonton, Calgary, Saskatoon
Rogardus Wickens Limited, Vancouver, B. C.
Townsend Paint Manufacturing Company, Montreal
Robertson, Foster & Smith, Limited, St. John, N.B.
Sturgeons Limited, Toronto, Ontario

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	....	14 00	17 50
25 Short	$23 5^	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2	$0 50	Group 3	$1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes. bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27 00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 7½ per cent.

Gilmour Eye Augers, add 5%.

Irwin auger bits, list plus 5%.

Irwin car bits, discount 5% off.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$2 70
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 99
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	6 45
Neptune	5 85
Newmarket King	6 45
Pony	2 70
Royal Globe (zinc)	5 85
Solid Black Globe (zinc)	6 60
Standard Globe	5 85
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.

BOILERS (Range)

	each
30-gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia, and larger, 20 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts, ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

[illegible] add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
Do., Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto	0 20
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10 per cent. f. o. b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o b. Montreal, Toronto, London.

COBBLER SETS

Common, per set ... $1 14

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	
7-16 in.	11 25	13 21
½ in.	11 00	12 57
⅝ in.	11 25	12 81
¾ in.	11 00	12 50
3-16 in.	$17 80	$20 21
⅜ in.	11 75	13 76
¼ in.	16 25	18 71
5-16 in.	13 75	15 51

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net list; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	1 85
No. 121	2 00
127	2 65

CATTLE—

98	2 40
100	3 35

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 26
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 28
Plain Tinned, 16 oz. and heavier, lb.	0 37	0 35
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 40
Tubing, lb.	0 34	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton. London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8 75; London, $8 50.

DAMPERS—

	Doz.
Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

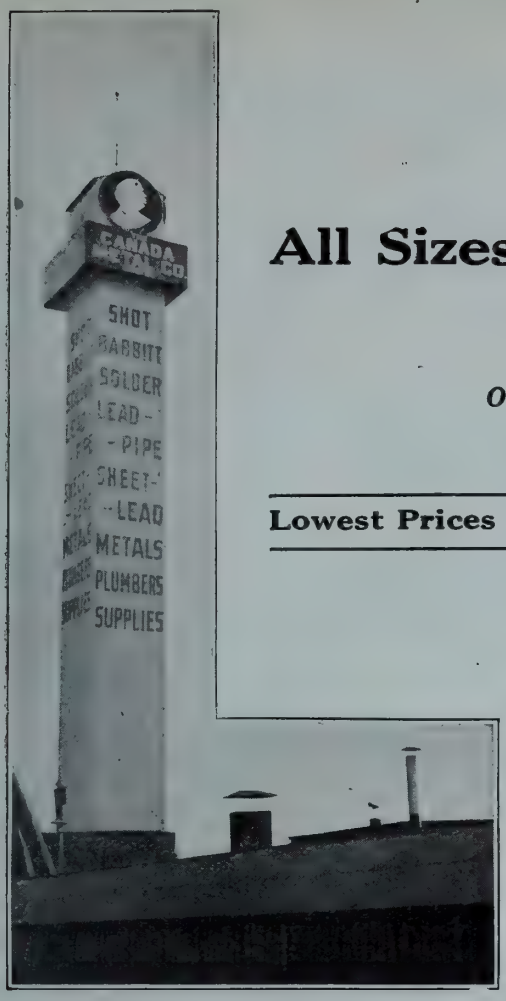
DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c; 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1 20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

Continued next page.



SHOT

All Sizes **25 lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

Watch For Our Ad Featuring

Hardware and Building

CASTINGS

In next week's space. We also make K-T Cobbler Sets, Window Weights, Coal Chutes, Clean Out Doors, Clothes Reels, Horse Weights, Well Wheels and Clothes Line Pulleys.

The Katie Foundry

Galt, Ontario

GERMANTOWN
LAMPBLACK

THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

SIMONDS

CRESCENT GROUND CROSS-CUT

Simonds Canada Saw Co., Ltd.
"THE SAW MAKERS"

SAWS

Montreal, Que., St. John, N. B.
Vancouver, B. C.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	5-"
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	20%	25%
Malleable bushings	30%	28%
Cast bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 55	0 68
B	0 23	0 33
C	0 15	0 23

NIPPLES, WROUGHT

Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES—

	Per 100 lbs.
Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES

	Doz.
No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie. 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS Per Doz.

Dodson $4 60

HAMMERS, NAIL

	Doz.
No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING

No. 38. No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST

No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)

All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.

Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING

	Per Doz.
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING

Nos. 50, 60 ..... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater $12 00
Heatray Heater 14 00
Discount 22%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ..... Doz. sets.
Clark's No. 1. ..... $2 22

HINGES, SPRING

No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$7 50
No. 3, per doz.	5 00	8 00
No. 4, per doz.	5 10	8 50
Little Giant,	8 00	...
Barden Patent	8 00	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corugated, ½ in., 100 ft... $16 00
Do., ⅝ in., 100 ft. 18 00
Do., ¾ in., 100 ft. 21 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 ..... 21 per lb.
48 x 96 ..... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set 2 12
Potts, nckel plated, per set 1 95
Potts handles, japd., grs. .. 20 75
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC

Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	$19 00
Lightning	17 50
Heath's	17 50

LADDERS, ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd $12 00
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long
1 doz. cases ..... 1 35 doz.
3 doz. cases ..... 1 20 doz.
6 doz. cases ..... 1 00 doz.
Cold Blast genuine rubq. 5 40 doz.
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00

F.o.b. Montreal, Toronto, Hamilton,

	List each
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz. $11 50
Pick, doz. 11 50
F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net.

Liquid Veneer		$20 00
O-Cedar, less handle		14 00
Do., with handle		16 00
S. W. Mops, complete		4 75
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 25
Crank wringing	7 00	9 00
Smarts',		4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.25 base.

Owen Sound or Collingwood, $4.25 base.

F.o.b., Montreal, $4.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.

Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

Montreal, $4.85; London, $4.95; base; Toronto, $4.85.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

A Profitable and Seasonable Line for you to Display

RAMSAY'S ANTI-FREEZE

Harmless to rubber and will not clog the cooling system

EVERY MOTORIST

will want to Protect his Radiator during the Winter.

Why not get his business with the "Right Anti-Freeze to make Winter motoring Right?"

Send us your orders and be ready.

A. RAMSAY & SON CO.

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO
49 Colborne Street

WINNIPEG
123 Bannatyne Ave., East

VANCOUVER
167 Pender St. West

Edmonton District Distributors
Revillon Wholesale Limited
Edmonton

Nova Scotia Distributors
James Simmonds, Limited,
Halifax, N.S.

Calgary District Distributors
The McDonald-Baker Co.
818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size Capewell—	C Brand Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Monteal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh, net. 1-in. mesh, net.

American netting, 1-in. mesh, net.

Invincible— Per rod
1848 — 0 80
2060 — 0 88
Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll — 5 50
36-inch, per roll — 7 15
48-inch, per roll — 8 85
60-inch, per roll — 9 85
72-inch, per roll — 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 — $17 00
Plumbers' — 7 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. — 0 18½
Palacine, gal. — 0 21½
Gasoline, net, gal. — 0 31
Above prices net.

Gallon
Black oil (summer) — 0 21.1
Black oil (winter) — 0 21.6
Capital, cylinder — 0 78.1
Mach. oil, reg. grades — 0 46.6
Imperial gas engine oil — 0 59.1
Paraffine — 0 22.5
List, less 15% on above
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy — $1.10
List less 15 per cent.
Polarine, medium, list — 1 05
Polarine, heavy, list — 1 05
Polarine, ex-heavy, list — 1 40
List, less 25 per cent.

Gargoyle Mobiloil E and Arctic — 1 45
Gargoyle Mobiloil, B — 1 70
Gargoyle Mobiloil, BB — 1 70
Gargoyle Mobiloil, A — 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net — 0 07
Do., tank cars, net — 0 07
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS
See weekly report.

PACKING Per lb.
Fine jute — $0 17
Coarse jute — 0 13
Hemp — 0 36
Square braided hemp — 0 38
No. 1 Italian — 0 44
No. 2 Italian — 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch	$1 35	1 35
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 45	1 45
No. 2	1 00	1 00
Elephant Brand, tarred, No. 2	1 00	1 00
Sprprise Fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 35	1 35
Do., tarred	1 45	1 45
Joliette Sheathing	0 70	0 70
Do., tarred	1 00	1 00

Per 100 lbs.
Monarch Sheathing, white — 5 75
Do., gray — 4 75
Straw sheathing, heavy dry — 3 50
Red Star heavy tarred straw — 3 80
Imp. White Sheathing — 5 75
Imp. Grey Sheathing — 4 75
Scythe Brand dry straw — 3 50
Spruce Sheathing, 36" and 72" wide — 7 25
Asbestos Sheathing — 10 00
Carpet felt — 3 90
Tarred felt, 7, 10 and 16 oz — 4 00
F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast
In barrels, 250 lbs., lb. — 0 14
Barrels of 5 lbs., cotton bags, lb. — 0 15
In kegs, 125 lbs., lb. — 0 16
In 50-lb. boxes, lb. — 0 18
In 25-lb. boxes, lb. — 0 19
Solpar
Barrels (200 lbs.), per lb. — 0 14
2-lb. pkgs, case lots, lb. — 0 16
1-lb. pkgs., case lots, lb. — 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case
5 gross, 4-in. (loose) — $2 25
4 gross (cartons), 4 in. — 2 25
Spring, 2 grs. box — 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921

Standard Butterweld Pipe S-C. Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C. Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list. $18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list. 29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. — 25%
4 in. — 30%
5, 6 in. — 30%
8 inch — net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. — 40-10%
8 in. — net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. — $13 25
Navy pitch, per bbl. — 6 50
Coal tar pitch, per cwt. — 1 75
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz. — $13 20
Triumph, doz. — 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	6 00	5 65
Ordinary, 52 sheets	5 80	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box — $ 17 75
20x28xIC, 112s, box — 18 25
20x28 IX, 112s., box — 20 50
20x28 IXX, 56s., box — 11 75
20x28 IXXX, 56s., box — 12 50

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s — $14 00
IXX, 20 x 28, 56s — 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets — $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles — 2 40
12-oz bottles — 4 80
1-qt. can — 12 00
½-gal. cans — 20 00
1-gal. cans — 25 00
Net.
Liquid Veneer— Doz. Net
4-oz. — $2 40
12-oz. — 4 80
32-oz. — 10 00
64-oz., each — 1 84
128-oz., each — 2 84

PULLEYS— Doz.
Axle—No. 1, 1¾ inch — 0 80
Do., 2 inch — 0 90
Do., 2¼ inch — 0 95
Palmer's — 0 90

PULLEYS, Clothes Line—
No. 58 jap'd — $4 35
No. 158, galvanized — 4 45
No. 59 jap'd — 4 45
No. 159, galvanized — 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 — 6 00
No. 80 — 8 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton. London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS
Iron rivets. 7-16 inch and smaller blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Mont.	Toronto
Samson, 1 ply, roll		$ 2 65
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 80
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Set Screws		45%
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	[illegible]
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal. — 0 60
In ½ bbls., per gal. — 0 65
In 5s and 10s — 0 70
1 gal. cans, per doz. — 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis — 0 23
Beaver Manila basis — 0 19
New Zealand hemp basis — 0 19
Sisal basis — 0 17
Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.
Single lathe yarn basis — 0 17
Double lathe yarn — 0 17½
Yacht marline, tarred — 67
Halyards — 60
Beaver Halyards, wht. pol, ¾ in. basis — 0 35
Hemp, deep sea line basis — 50
Hemp, tarred ratline basis — 48
Hemp, tarred bolt rope basis — 45
Marline and Houseline — 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application
Cotton, ⅛ in. — 0 51
Do., 5-32 in. — 0 50
Do., 3-16 in. — 0 47
Do., ¼ in. and up — 0 45
F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SANDPAPER
B. & A. sandpaper, net list
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908
Wood, F.H., bright — 77½%
Wood R.H., bright — 75%
Wood, O.H., bright — 75%
Wood, F.H., brass — 70%
Wood, R.H., brass — 67½%
Wood, O.H., brass — 67½%
Wood, F.H., bronze — 65%
Wood, R.R., bronze — 62½%
Wood. O.H., bronze — 62½%
Square cap — 40%
Hexagon cap — 40%

SCREWS. IRON BENCH. No. 14
1 in. — $12 20
1⅛ in. — 14 70
1¼ in. — 16 90

SCYTHES Doz.
Cast Steel — $20 00
Golden Clipper — 20 95
Little Giant — 22 00
Bush — 20 50

SNATHS Doz.
00 Patent — $17 50
1 loop — 16 80
2 loops — 15 80
3 loops — 14 70
Bush — 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

The House Next Door

Next-door neighbors paint their houses. One man buys his paint from you—the other from your competitor.

Two years from now, whose house will look the better—your man's or the man's next door? Would you bet on your customer's job—make a bet of real money with your competitor?

Real money is involved! The dealer who supplied the paint for the winning house will get two orders next time and the orders for whatever paints and varnishes are required for inside work.

The O.P.W. Lines are winners every time and there is an O.P.W. product for every purpose. Prices right.

Our Four Leaders

Canada Brand Pure Paints, Registered.

Canada Brand Floor Paints, Unsurpassed

Jas-per-Lac Specialties, the Present-Future Finish

Jas-per-ite, the Present-Future Varnish

OTTAWA PAINT WORKS
Limited

Ottawa, Canada

Branches: Montreal and Toronto

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick, fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge, Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival, Steel ...	4 40
553 50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 50
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 46%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 15%
Regrinding Valves 10%
Swing Check Valves....... 5%
Compodisk Valves 10%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London. Hamilton

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., [illegible]; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 138 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	45	45	45
Draining Tools	45	45	45
Hollow Back Scoops	45	45	45
Sand Shovels	45	45	45
Hollow Back Shovels	45	45	45
Hollow Back Coal Shovels	45	45	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	45	45

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe Findings—List adopted October 10, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼

TINKER TOM'S TALKS.

Talk No. 334

For several weeks I've wanted to boost the Boy Scouts in this talk, but orders were scarce and the Scouts had to wait.

Now with enough actual orders for Premier Galvanized Sheets to run full until Christmas, the Scouts get the space.

You business men throughout Canada can do a good turn, just as the Scouts do every day, if you will give your support and encouragement to this great cause. Canada's future depends on her youth of today, and the Scouts have every chance to become good loyal citizens—Boost the Boys—and don't wait too long to be asked.

Tinker Tom

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick Green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-06½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. -06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING— per gal.
Ad-el-ite, white $4 25
Ad-el-iae, tints 4 00

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 30
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralie 5 95
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Sunshine, white 7 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 5 00
Invincible 6 00
Hillcrest 7 00
Amelite A. & E. 8 40
Adelite, A. & E. 6 15
Floglaze 5 00

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal, 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per Maritime differential 50c per 100 lbs. over Montreal.
100 lbs.
Montreal Toronto
Anchor, pure 12 75 13 20
Champion, pure 12 75 13 20
Crown Diamond, pure12 75 13 20
Green Seal 12 75 13 20
I.V. Perfection 12 75 13 20
Ramsay's pure 12 75 13 20
Moore's pure 12 75 13 20
Tiger, pure 12 75 13 20
O.P.W., Dec., pure .. 12 75 13 20

LINSEED OIL
Elephant Genuine .. 13 25 13 70
B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, p er cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barels, per gal. ..... $ 0 60
Half-barels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white| 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 85
O.P.W. Flat Wall, colors.... 3 75
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 4 45
Maple Leaf, colors 4 10
Maple Leaf, floor 3 95
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. & E. Adelite, white 3 85
Do., colors 4 10
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint—
Mont. Tor.
Barrels, per gal..... 0 80 0 80
Half-barrels, per gal. 0 85 0 85
5s and 10s, per gal... 0 95 0 95
1s, per case. doz. .. 12 00 10 50
Everjet Black Enamel—
Crates 2 doz., 8 oz.. $1 45 $1 45
Crates 12 doz., 8 oz. 1 40 1 40
1-gal. cans, gal ... 1 50 1 50
5-10 gal. cans, gal... 1 35 1 35
Barrels-half bbls., gal 1 25 1 25
Carbosota Liquid Creosote Oil—
Barrels 0 60 0 60
Half barrels 0 65 0 65
5s and 10s, gal ... 0 75 0 95
1s (case 12 gals.)... 8 50 9 50
H.. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC
Pure White. Pure. Orange. Per Gal.
In bbls. 4 65 4 15
Gal. jugs 5 00 4 50
F.o.b. Toronto, London, Montreal.

SHINGLE STAINS
Ord. Colors. Greens
B.-H. Anchor 1 40 1 60
M.L. Creosot 1 40 1 60
Soligum 1 25 1 60
Martin Senours .. 1 40 1 60
Elastica 1 40 1 60
Hillcrest 1 40 1 60
"C.D." Shingle
Stain 1 20 1 40
Canada Paint, ... 1 75 2 00

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 60
O.P.W. Presto 3 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B -H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 00
Jasperite Interior and Exterior ..... 3 7.
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil ..... 2 7.
P. & L. No. 61 ..... 3 0.
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not
Quick Action House 2 65
Rexspar ....
Scar-Not 3 13
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing.. 4 85
Kyanize Interior and Floor.. 4 85
Luxeberry light ....
Luxeberry granite ..... 4 ..
Luxeberry spar ....
Ramsay's Universal ..... 3 .
Ramsay's Agate Floor ..... 3 .
Ramsay's 400 Hard Oil ..... 3 2.
Ramsay's, No. 720 ..... 2 ..
"C.D. Big 4" Exterior..... 3 00
"C.D. Big 4" Interior..... .. ..
"C.D. Big 4" Floor ....
C D. General Purpose ..... .
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite ....
Adelite, No. 103, Floor 4 56
Adelite, No. 105, Flat 4 56
Adelite, No. 100, Spar 6 00
.o.b. Montreal, Toronto

WATER PAINTS
Rockface, bbls., 250 lb. .... 0 ..
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)
Frescota $7 80 8 40
5-lb. pkgs. White. Colors.
Decotint 9 00 9 00
Coralite 9 00 9 00
Perfecto 8 50 9 50
Solpar 0 40
C. D. Wall Coating, white... 8 75
Do., colors 9 25

Hygienis Kalsomine. per 100 lbs.
White Tints.
300 lb. bbls. $8 00 $9 00
100 lb. kegs, ... 9 00 10 00
Cases, of 25 pkts. .. 10 50 12 50

WASTE
Cream, Polishing 0 19½ 0 20.

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . ..0 09
Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 40
Anchor 0 38
O.P.W. Lion Brand 0 50
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 60
Champion white 0 50
Ad-el-ite paste 0 40
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls 3 20

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.55
F.o.b. Montreal, Toronto, London.

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

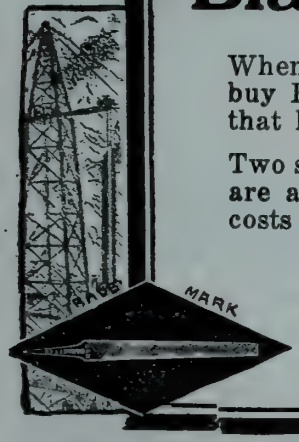
We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$23 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special.	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit $15 50 $19 00

Double Bit 24 00

Broad Axes 60 00

AXES, BENCH

No 2 ....$ 20 52

No 3 .... 23 10

No. 4 .... 25 14

No. 5 .... 27 70

No. 6 .... 30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

Per pr.

2½ x 2½ in. 0 36

3 x 3 in. 0 37

3½ x 3½ 0 38

4 x 4 in. 0 50

4½ x 4½ 0 75

5 x 5 in. 1 30

Wrought Steel—

No. 800 .... net prices

No. 804 .... net prices

No. 838 .... net prices

No. 840 .... net prices

CARPET FELT Per Roll

16 oz.—50 lbs. 4 70

20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.70; B, per doz., $1.90; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88

Hand, Newmarket 3 60

CLOCKS—Alarm

Each

Big Ben $3 85

Baby Ben 3 85

America 1 80

Sleepmeter 2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g. $4 40

100 foot, 19 g. 7 25

COPPER

Sheet and planished copper. 60c per lb. Tinned, 75c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank...35%

Straight shank 35%

Do., wire 20%

Taper shank 25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.

Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

ENAMELWARE

See Wares.

FILES

Globe ... ... Discount 57½%

Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable

Class A 55%

Class B and C, off new list. 65%

Bushings 20%

Unions, "Dart"—

¼ to 2-in. ... ... .29% off

⅛, 2½, 3½ and 4-in. . 15% off

Nipples, 4 in. and under ... 40%

FRY PANS Each

Cast iron, No. 8.......... $1 05

No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast .... $ 1 50

Short 1 50

Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05

No. 2 .... 1 15

Oblong, No. 8L 1 10

No. 9L 1 25

No. 3 .... 1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

Doz.

No. 0, 1½ lb. $20 20

No. 1, 1¼ lbs. 19 05

No. 1½, 1 lb. 18 95

No. 2, 13 oz. 18 50

No. 22, 1¼ lbs. 15 00

No. 21, 1 lb. 13 65

Bell Face Doz.

No. 61, 1¼ lbs. $19 05

No. 61½, 1 lb. 18 95

No. 62, 13 ozs. 18 50

No. 65, 1¼ lbs. 15 00

No. 64, 1 lb. 13 65

HAMMERS, MACHINISTS'

Doz.

No. 30 up to and including

No. 1 .... $13 85

No. 1½ 16 15

No. 2 .... 18 50

No. 2¼ 20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1. $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

½ in. 9 75

⅝ in. 12 00

¾ in. 13 00

IRON GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	$9 85
28 Am. or 26 Eng.	9 45
26 Am. or 26 Eng.	8 95
24	8 80
22	8 80
18 and 20	8 65
16	8 50

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 60

Mrs. Potts, No. 50, set 2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17 50

Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS

Cold Blast

No. 2 Japaned 13 50

No. 2, Coppered 16 25

No. 2, plain 12 75

Short Globe, doz. 12 75

LATCHES—THUMB, STEEL

Doz.

102 .... $2 40

103 .... 2 45

104 .... 2 85

Barn Door

5 .... 3 85

8 .... 4 25

9 .... 6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $13.10 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Each

Dowswell $9 55

New Century 16 30

Canadian 10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .... $16 00

O-Cedar, No. 8 .... 16 00

Self-wringing 6 70

Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	....	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	18 65

NAILS

Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Cape-well	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 60
30 in.	8 92
36 in.	10 50

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 20½
Gasoline	0 39
White Rose Gasoline	0 38
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60½
Imperial gas engine	0 65

Discount 10%.

Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	On application

Discount 25%.

Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	0 60
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Welvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Sencur, white	4 10
Senour's floor	3 70
M S. Neutone, white	3 60
M S. Neutone, colors	3 50
M S. Red Schoolhouse	2 40
M S. Standard Barn	2 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in	65 50	83 20
4 in.	77 60	9? ?0
4½ in.	83 85	113 20
5 in.	103 60	132 00
6 in.	131 10	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.75; 18 x 24, blued, $7.75; 20 x 28, blued, $8.00.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 1, $18.50 doz.; No. 3, $21 doz.; No. 2½, $23.50.

PUMPS

Pitcher spout, No. 1, $3 each: No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—

	Doz.
Bramble	$....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	$6 00
12 gaugs	6 00
14 gauge	6 05
16 gauge	6 15
18-20 gauge	6 80
22-24 gauge	6 85
26 gauge	6 90
28 gauge	7 15

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.30; Fort William, $5.95, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base, spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.40 base

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00. ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ...

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 ??

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Coton, 4-ply, cones	0 48
Coton, 4-ply, balls	0 52

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal	? 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs

Sectional	$7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 81
14 in	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	18 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

Always Ready	— Dozen Black	N. P
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.

Universal	$49 50
New Eze	76 50
Regent	69 00

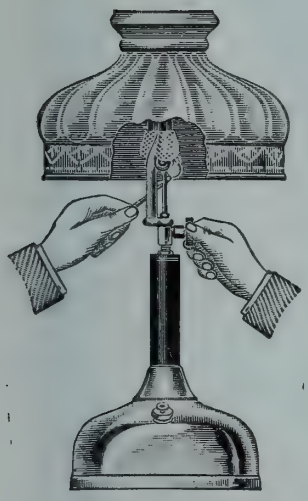
The Trade Mark behind the "Hardware House of Quality"

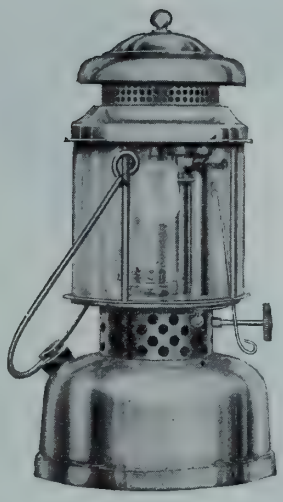
DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

FOR GOOD SALES---

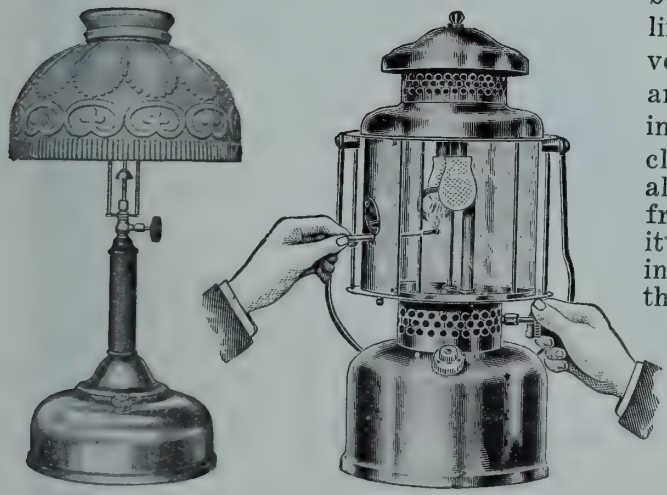
Look over These Ashdown Offerings





No. CQ329 Quick-Lite holds 3 pints and burns 18 hours on one filling. One in carton complete with shade, mantles, pump, wrench, hanger, cleaning pick and extra generator. Shipping weight, 9 lbs. A handsome, attractive lamp. Popular with users and easy to sell. It gives the greatest satisfaction in use and leads to many other sales. Ask for detailed information about this interesting lamp or any of the others shown here.

The Storm King Lantern—the most efficient, safe, reliable, powerful and economical light on the market; simple in construction and operation; easy to light and extinguish, and absolutely storm proof; can be taken apart in a few seconds if desired. The ideal lantern for campers, hunters, and summer resorts.



The Nulite Reading Lamp is pronounced by users to be the last word in Gasoline Lamp Perfection. It is very neat and convenient and has automatic cleaning device which not only cleans the tip automatically, but prevents Lamp from clogging, also aids it in starting lamp, making it possible to generate the gas in twenty seconds.

The LQ. 327 Quick-Lite Lantern, with match generating burner, is the handiest outdoor lantern made. Gives same brilliant pure white light of 300 candlepower at same cost. Is wind-proof, rain-proof and bug-proof. Holds a quart of fuel, enough for 12 hours' use on one filling. Just the thing for farmers, nightwatchmen, plumbers, garages, builders, campers, auto-tourists, etc.

Dealers who have used or sold gasoline lamps will quickly recognize the big advantage a match-lighting lamp has over the torch-lighting styles

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

If interested tear out this page and place with letters to be answered.

The Brush that took 56 Years to Perfect

No good article was ever perfected in a day. It takes years of experimenting and of actual usage before all defects can be corrected and every detail of construction brought to its climax of perfection.

T. S. Simms & Co. Limited have been making paint and varnish brushes for 56 years. The result of their years of research is that

TRADE SIMMS SET IN RUBBER SIMMS MARK **PAINT and VARNISH BRUSHES**

are the best brushes that have yet been produced. Painters who have used them know that they are the best, —that they will give longer and more satisfactory service than any other.

Order from our nearest branch

T. S. Simms and Co. Limited

St. John, N.B.

Makers of Better Brushes for 56 Years

BRANCHES

MONTREAL, TORONTO, LONDON, WINNIPEG.

(Brush actual size)

Full size, hand-fitting hardwood handle, smoothly finished and correctly balanced.

Handle shaped and sized to give perfect balance and eliminate wrist strain.

Indestructible rubber setting, reinforced with a strong steel ferrule. The bristles cannot come out.

Selected non-curling bristles, short and long, correctly apportioned for even spreading and smooth finishing.

Center thickness just where it is needed to prevent the brush wearing to the objectionable "fish-tail" shape.

If interested tear out this page and place with letters to be answered.

Tommy and Betsy Will Call on You!

MANY a Tommy and Betsy will call on you for Vitralite, *the Long-Life Enamel,* after having read in the quality magazines how Vitralite, in porcelain-like White or enchanting tints, transforms and beautifies chairs, tables and innumerable things about the house.

A dip of the brush into the creamy Vitralite reveals *how different* it is from common, ordinary, "painty" enamel colors.

Sales are being made for you right now through those compelling Tommy and Betsy advertisements appearing in Atlantic Monthly, Century, Harper's, Review of Reviews, Scribner's and World's Work.

Be ready to meet these sales! Write *today* for the details of the special introductory proposition on Vitralite, *the Long-Life Enamel,* in White and tints.

Pratt & Lambert-Inc., 24 Courtwright Street, Bridgeburg, Ontario.

PRATT & LAMBERT VARNISH PRODUCTS

"Save the surface and you save all" Paint & Varnish

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The Ideal Aluminum Products Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn
W. D. Shambrook & Co., Hamilton.
The Sheet Metal Products Co., of Canada Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASBESTOS
Wm. J. Brown, Montreal, Que.

ASH CANS
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
J. Samuels, Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
Canada Dry Cells, Ltd., Winnipeg.
Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will B. Lane, Chicago, Ill.
Maybilt Radiators Limited, Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
The National Farming Machinery Limited, Montmagny, Que.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAGS, PAPER
Continental Paper Products Limited, Ottawa, Ont
Montreal.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BARRELLS, STEEL
W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Stanley Works, The, New Britain, Conn
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
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Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
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Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton.

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Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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Canada Cycle & Motor Co., Toronto.

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Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn
Vaughan & Bushnell, Chicago, Ill.

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Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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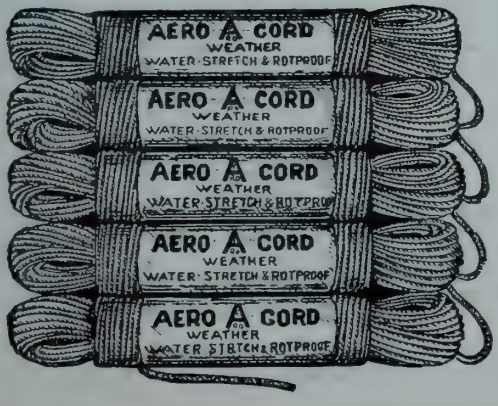

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Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont
Imperial Oil, Ltd., Toronto, Ont
Sanderson Pearcy & Co., Limited, Toronto, Ont

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que
S. C. Johnson & Sons, Inc., Brantford, Ont

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal Que
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
McClary Mfg. Co., Limited, London, Ont.

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Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

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Canadian Westinghouse Co., Limited, Hamilton

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Canada Metal Co., Ltd., Toronto.

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Canada Metal Co., Ltd., Toronto.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont

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Jas. Morrison Brass Mfg. Co., Toronto.

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S. F. Bowser Company, Ltd., Toronto, Can
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GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont

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Toronto Plate Glass Importing Co., Toronto

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

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The Ontario Plate Glass, Ltd., Hamilton, Ont.
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Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

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The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
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Sanderson Pearcy & Co., Limited, Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
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See New 1922 Catalogue of Lower Prices

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The Star Specialty Mfg. Co., Chicago, Ill.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

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Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.

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Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

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Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

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Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

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Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

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The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
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Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
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O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Canadian Edison Appliance Co., Limited. Stratford, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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The Brainerd Mfg. Co., East Rochester, N.Y.

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The Stanley Works, New Britain, Conn.

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Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

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Williams & Co., J. H., Brooklyn, N.Y.

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The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

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The Canadian Horse Shoe Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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[illegible] Co., Ltd, Toronto.
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United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

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Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Millers Falls Company, Millers Falls, Mass.

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The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

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The Aluminum Specialty Co. of Canada, Toronto. Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Fenton Bros., Ltd., Sheffield, Eng.
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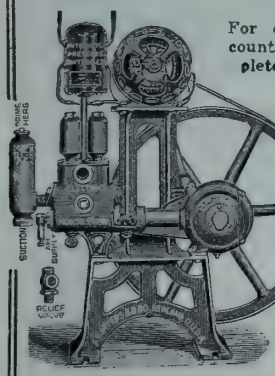

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LONDON, CANADA

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Sanderson Pearcy & Co., Limited, Toronto, Ont

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The Canadian Tungsten Lamp Co., Hamilton, Ont

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A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

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The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont

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National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton
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E. T. Wright & Co., Limited, Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

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The Eureka Planter Co., Limited, Woodstock, Ont.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SEATS
The Stratford Mfg. Co., Stratford, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Canada Metal Co., Limited, Toronto, Ont.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
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Henry Disston & Sons, Limited, Toronto.
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Millers Falls Company, Millers Falls, Mass
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont

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Western Wire & Nail Co., London.

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LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
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The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

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The Hamilton Stove & Heater Co., Hamilton, Ont.

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Dennis Wire & Iron Works Co., Ltd., London, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

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The International Malleable Iron Co., Ltd., Guelph, Ont.

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R. M. Moore & Co., Ltd., Vancouver, B.C.

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MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MATS AND MATTING, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

MECHANICAL RUBBER PRODUCTS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Wm. J. Brown, Montreal, Que.
Consumers Cordage Co., Montreal and Halifax
The Dominion Rubber Systems, Ltd., Montreal, Que.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
Imperial Varnish & Color Co., Ltd., Montreal
S. C. Johnson & Sons, Inc., Brantford, Ont
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ontario Paint & Varnish Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto
T. S. Simms & Co., Ltd., Fairville, St. John.

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal
Martin-Senour Co., Ltd., Montreal, Que
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

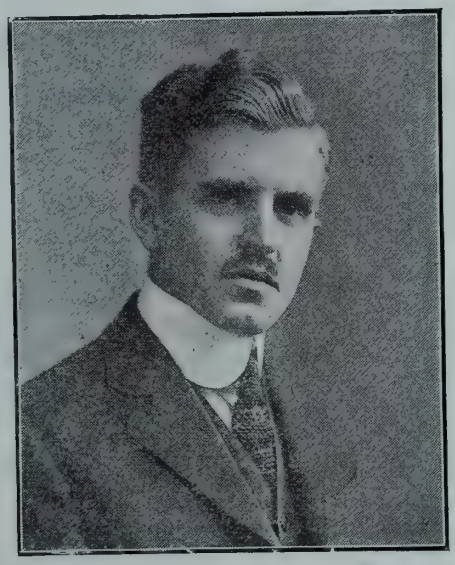
PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

A NEW SERVICE IN THE ACCESSORY FIELD

THE Nicolson Sales and Service Company have taken over the automobile accessory business of Walker-Vallance, Limited, of Hamilton, Canada.

One hundred per cent. service will be the watchword of the new organization. Nothing but automobile accessories will be handled and the business will be exclusively wholesale. While a comprehensive stock of all accessories of merit will be carried, the policy of the new company will be to specialize in the leader in each line. In this way, dealers are sure of obtaining articles in greatest demand and shelf-warmers are eliminated.

Your business will be appreciated



NORMAN NICOLSON
Proprietor

NICOLSON SALES & SERVICE CO.

23-25 KING WILLIAM ST.

HAMILTON ONTARIO

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limitsd, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS. OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

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Laidlaw

Laidlaw Bale-Ties have had a long and thorough test, resulting in their general choice by buyers throughout the Dominion—in fact throughout the world.

Laidlaw Bale-Ties mean prevention of broken bales and severe commercial loss. Laidlaw Bale-Ties are superior in material, design and manufacture.

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STRAIGHTENED RODS
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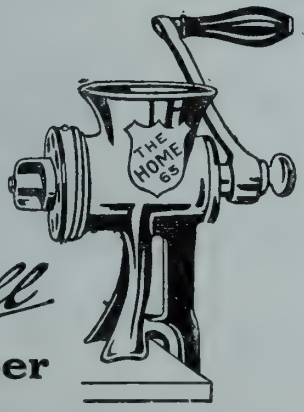
THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.
TORONTO

The Cash Register Tinkles—



Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a

Maxwell

Food Chopper

There is the generous sales profit on an article in constant demand—plus customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

MAXWELLS LIMITED

St. Mary's, Ontario

An Idle Boast?

Think you our statement that you will receive a 50 per cent. dividend at expiration of your policy are mere words?

Look then at the following figures, bearing in mind that in addition to accumulating these amounts we have paid the dividends advertised on each and every policy.

July 30th, 1921.

Assets	$4,388,698.08
Net Cash Surplus	2,219,241.51
Increase in Surplus since Jan. 1-1921.....	367,469.84
Total Insurance in force 7-30-21	301,459,564.00

If we can increase our surplus and still pay 50 per cent. dividend on hardware and implement risks, does it not stand to reason there is excessive profit in your business for the old line companies who return to you nothing?

It's time you investigated!

Write-

Canadian Hardware and Implement Underwriters

C. L. CLARK, Manager,
802 Confederation Life Building, Winnipeg

AGENTS AT YOUR SERVICE

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
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A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.
McFarlane Douglas Co., Limited, Ottawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
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SHOVELS, SNOW
Richardson & Bureau, Montreal, Que
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
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Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

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Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn.

SNOW SHOES
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SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

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The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

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Stanley Works, New Britain, Conn.

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Can. Foundries & Forgings, Brockville.

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Canada Paint Co., Ltd., Montreal
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
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Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg
Sturgeons, Ltd., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
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Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Chas. Fawcett Limited, Sackville, N. B.
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The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
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National Stamping & Electric Works, Chicago.

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Goodell-Pratt Co., Greenfield, Mass.
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Dougall Varnish Co., Ltd., Montreal.
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Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
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It provides a repository—for your documents and other valuables—that resists the hottest fire and greatest fall.

Taylor Safes are made in 40 different sizes.
Write for quotations on Taylor Safes and Steel Cabinets

J. & J. TAYLOR, Limited
Toronto Safe Works
TORONTO, ONTARIO
Branches: Montreal, Winnipeg, Vancouver

It's like a third hand that applies the right amount of the right kind of flux at the right time.

Why *a Kester Solder Sale Means a Succession of Repeat Orders*

Solder business grows fast when you sell a solder of which you can truthfully say, "all you need is this solder and heat—*no flux.*" There is just one such solder—

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

The drawing above tells the simple story of soldering without separate fluxing. The scientifically prepared acid flux is contained in small pockets located at the center of the genuine tin-and-lead wire. Just before the solder is melted the flux is released—result: exactly the right amount of flux at the right time, producing a hold-fast bond every time.

You'll know why every Kester sale brings repeat orders when you try a free sample of this solder. Just send the coupon. When you see how "self-fluxing" cuts soldering time in half, you'll decide to *let this better solder build a profitable solder business for you.*

Sold in one lb. cartons, and on one, five and ten lb. spools.

CHICAGO SOLDER COMPANY
4225 Wrightwood Ave., Chicago
Direct Factory Representatives:
The Faucette-Huston Co., Chattanooga, Tenn.
Louis J. Ziesel Co., 216 Market St., San Francisco

Free Trial Coupon

CHICAGO SOLDER COMPANY H&M 10-15-21
4225 Wrightwood Avenue, Chicago, Illinois

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name.....

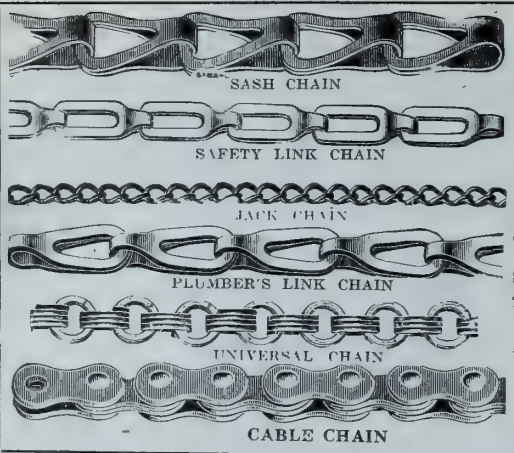
Company.....

Address.....

City.....*State*.....

Our Supply House is.....

If interested tear out this page and place with letters to be answered.



SASH
CABLE
TRANSOM
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

CHAINS

6 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES

Semco Revolving Punch

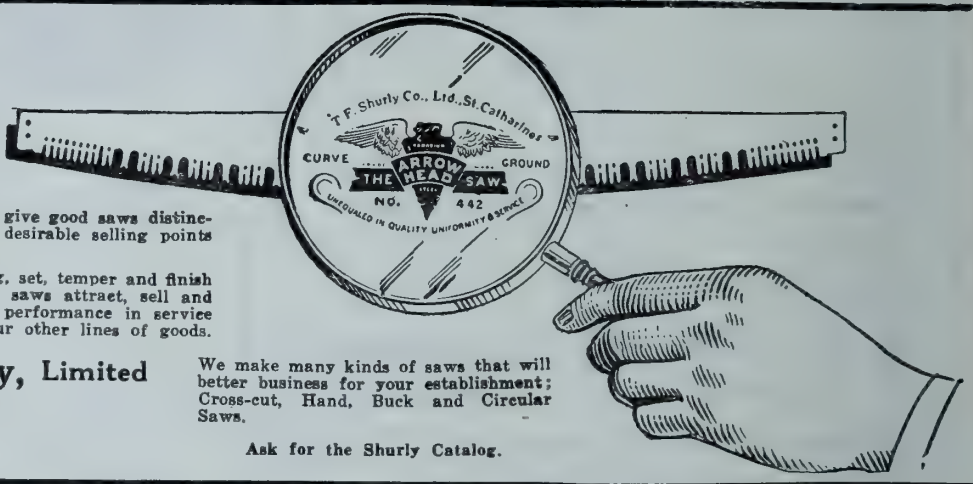
THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAIN"
BRIDGEPORT, CONN., U. S. A.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

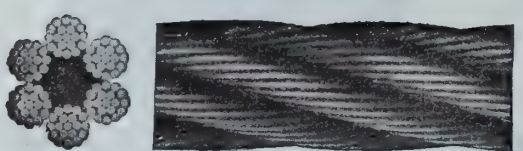


T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

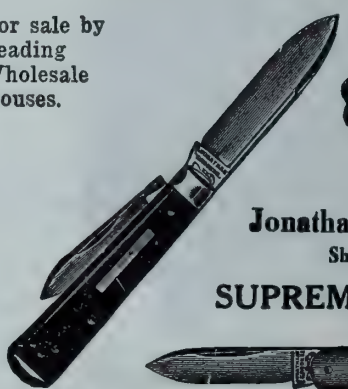
The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

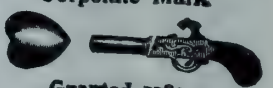
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.

JOSEPH RODGERS & SONS
LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It"

Wheeler & Bain
Limited
Toronto, Canada

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

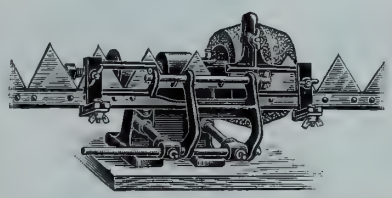
PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

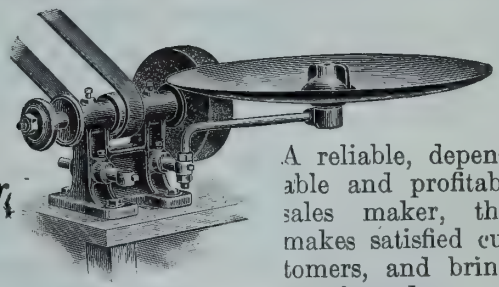
Wrought Washer Mfg. Co.
Milwaukee, Wis.



Bull-Dog Power Grinder

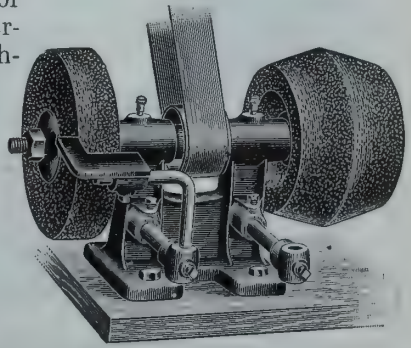
Farm Equipment—A line that sells

Ask Your Jobber



A reliable, dependable and profitable sales maker, that makes satisfied customers, and brings prestige for your store.

Every farm is a prospect for one or more of these service-giving machines.



Western Hardware Mfg. Co.
Milwaukee, Wisconsin

OUR COLORED GRADES

1B, 1A, 7, 1, 5

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

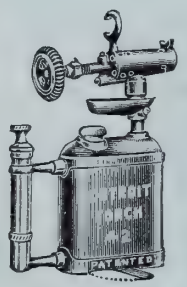
HOYT METALS

PROOF!

Hoyt Metals are used by every shop and factory that prides itself on maximum production. That the sales of Hoyt Metals amount to $10,000,000 annually is convincing proof of the satisfaction in using or selling these efficient metals. Always cool running. Anti-friction quality and unequalled endurance are superior features of these popular metals.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG



In design and construction it is the best torch of this type on the market to-day.

Detroit Torch

Takes Little Space

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on bottom of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

Detroit Torch & Mfg. Co.

Detroit, Michigan

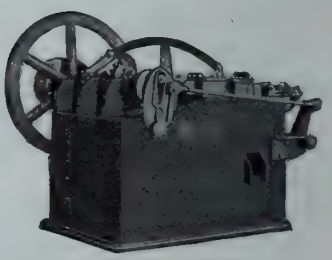
Make Nails! — Not Noise!!

These new and improved

UNIVERSAL WIRE NAIL MACHINES

are fast, smooth, and quiet running

No cams or gears



Ask for Bulletins 375, 350, 351

SLEEPER HARTLEY, INC.

WORCESTER, MASS.

STERLING TWINES

Made of

FLAX, JUTE, HEMP, COTTON, YUCATAN

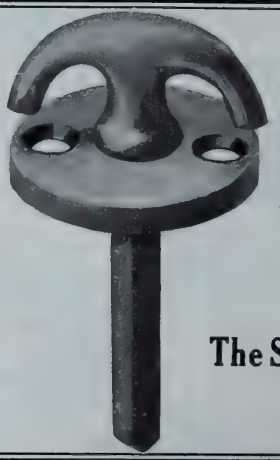
Manufactured by

The J. R. SterlingTwine Company, Ltd.

Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."



BUILDING

Is Picking Up

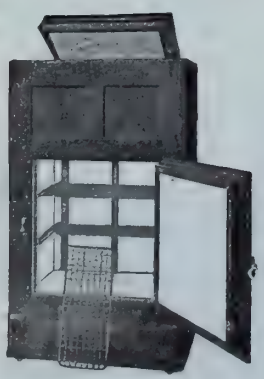
The outlook for the building trade is bright. You will need complete stocks of Stratford Builders' Hardware. Have you got them?

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Compnay

Limited

Stratford, Ontario



PARIS

REFRIGERATORS

SCREEN DOORS

WINDOW SCREENS

COMBINATION SCREEN AND STORM DOORS

RELIABLE GOODS AND PROMPT SERVICE

WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.

PARIS, ONTARIO

O-RIB-O

Adjustable Stove Pipe

Taper

This convenient patent makes it possible to adjust any stove collar with a joint that is perfectly smoke-tight. It enables the merchant to economize space and stock, as no large assortment of taper pipes need be kept.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba.

EVERYBODY WANTS LIGHT!

Give it to them and get the profits! 400 candle-power of man-made sunshine.

"NULITE" LAMPS and LANTERNS

Light at the scratch of a match. Equal to 20 coal oil lamps or lanterns in brightness. Handsomely finished. Lantern can't blow out. Burn 3 hours for 1 cent. With dark days coming on they are quick, sure sellers.

Write for our sales help. We pay for first ad in your local newspaper and supply extra electros free.

National Stamping & Electric Works

412 S. Clinton St., Chicago, U.S.A.

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERI N WORK, Canadian Made

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED

TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

Order Northland Skis

Now for Next Season. Prices Are Down

New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Write for Catalog

Northland Ski Mfg. Co.

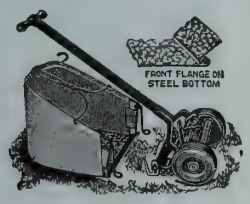
St. Paul, Minn.

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog



THE SPECIALTY MFG. CO.

St. Paul, Minn., U.S.A.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1, Eng.

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal Que.; Sturgeons, Ltd., 64-66 Richmond Street East Toronto; Frank Manley, 290 McDermott Ave. West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

White Mop Wringers

Quick Turnover - Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**

White Mop Wringer Co.

OF CANADA

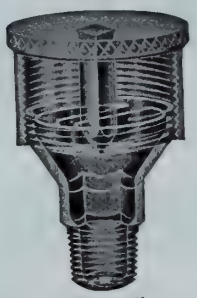
Factory : Paris, Ont.

Office : Fultonville, N. Y.

If interested tear out this page and place with letters to be answered.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"


"Ratchet"

"D"

"M"

Catalogues and Prices
Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Birkett Salesmen Want To Co-operate With You

Many retailers are warm, personal friends of ours and of our salesmen. Even if you are not yet one of these, even if you are just beginning to deal with us, co-operation is extremely valuable to us, to you, and to our salesmen. The instant you become a distributor for the goods we sell we become interdependent upon each others' success.

So, you see, with all sentiment or questions of friendship eliminated, it is very much to our interest and to our salesmen's interest for us to co-operate with you.

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, - Canada

"Super-Service" Garbage & Ash Cans

DEALERS!

Save money on duty and exchange by purchasing your heavy weight Garbage and Ash Cans in Canada.

REED'S "SUPER-SERVICE" line is a winner.

These cans are made of 22 to 18-gauge galvanized steel (depending on size and style).

Every can is hand rivetted and stoutly reinforced. All joints are hand soldered — NOT galvanized HOT.

The "ECONOMY" Rotary Ash Sifter was created to meet the demand for a sifter of this type which would LAST. It's built on the same lines as the "Super-Service" Cans. Fits any can or barrel 16 to 18 inches in diameter.

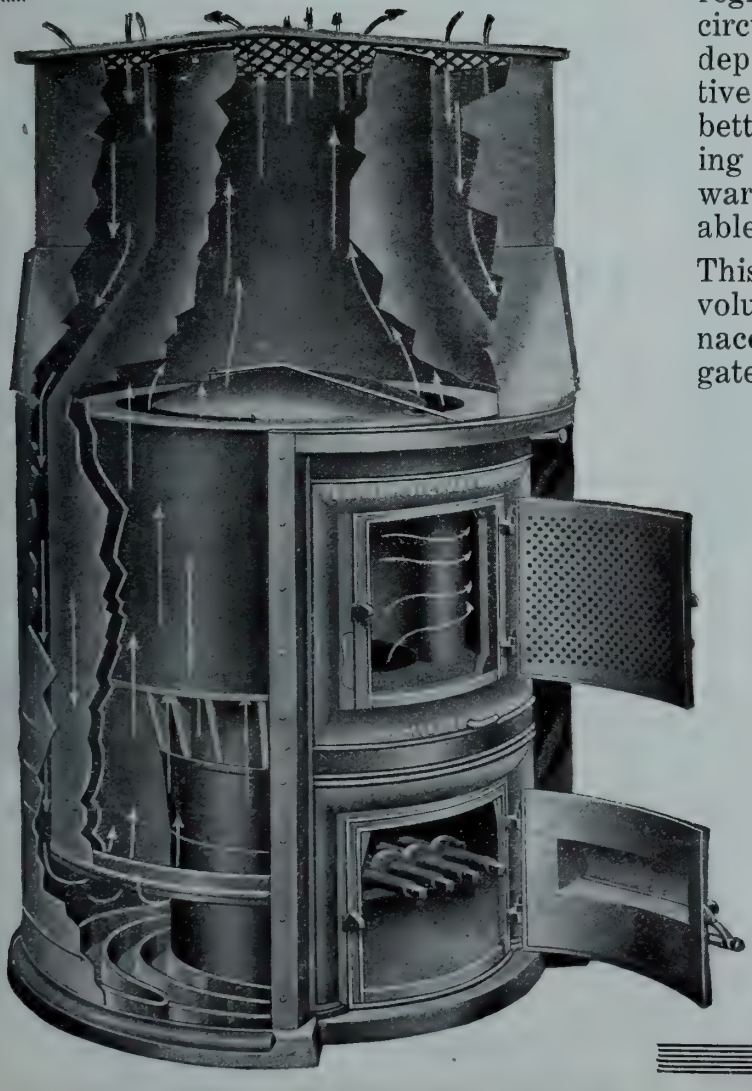
There's a good margin of profit on these lines. Write or wire us for prices.

Geo. W. Reed & Co.
LIMITED
MONTREAL

A Money Saver For Farmers or Rural Men

JEWEL

Pipeless Furnace



Easy to install, and therefore, not expensive. Any good mechanic can put it in, in less than a day. There are no complicated, cumbersome pipes—only one hole to cut for the register. In design, the principle of air circulation, on which all Pipeless Furnaces depend, has been applied in the most effective manner possible. No furnace could be better designed to efficiently receive returning cool air, and heat it to go forth again, warming every room to a genial, comfortable warmth.

This is an opportunity to enjoy the same volume of sales and profits that Jewel Furnaces have brought to merchants—Investigate!

Burrow Stewart & Milne Co.,
LIMITED
Hamilton Ontario

BRANCHES
Toronto Winnipeg Montreal

If interested tear out this page and place with letters to be answered.

TWEED SANITARY CLOSETS will find a ready sale

Our No. 1 Tweed Sanitary Closet with mahogany finished seat and lid with nickel-plated hinges. Every Tweed is built on similar lines and guaranteed to give satisfactory service.

These Tweed Sanitary Closets will find ready customers among farmers, suburban dwellers, or any class of people who live in a locality without city conveniences and it is among these people that you can do a profitable business.

The Tweed is simple to install, absolutely dependable, sanitary and inoffensive, and can be used in any room in the house. The Special Tweed Chemical used in connection with the closet destroys all trace of odor. No plumbing of any description is needed. The Tweed solves the problem of putting city conveniences into country houses at a fraction of the cost.

Let us tell you more about the Tweed as a selling proposition. Write us for price lists and literature describing Tweed Sanitary Closets, Tweed Baths and other home conveniences manufactured by us.

The Steel Trough & Machine Co.
LIMITED

TWEED -:- ONTARIO

Butler's **FAMOUS SHEFFIELD CUTLERY**

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

GEO. BUTLER & CO., LTD., Sheffield, England
London Showroom, 62 Holborn Viaduct, E. C. 1
Address correspondence to TRINITY WORKS, SHEFFIELD

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

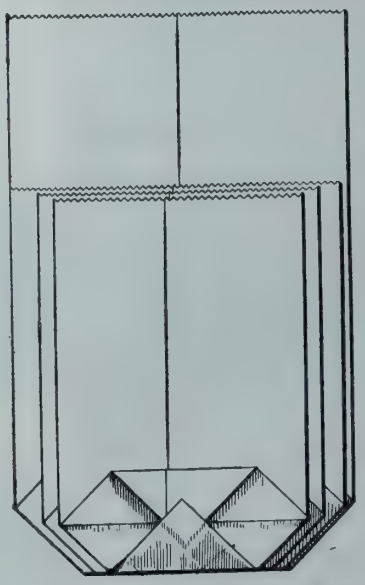
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.

OTTAWA - CANADA

The PREMAX Chain Tire Guard

New—

Distinctive—

Profitable

The unusual features of the Premax Chain Tire Guard make it particularly attractive for holiday business.

The flat-link steel chain is heavily plated throughout to resist rust. The lock is securely attached to the chain—cannot be mislaid or stolen.

The heavy rubber covering is handsome and wear resisting.

Packed in individual boxes.

Ask your jobber for prices or write us.

NIAGARA METAL STAMPING CORPORATION

Makers of Premax Metal Specialties

Division M **NIAGARA FALLS, N.Y.**

Canadian Sales Agents: Western Canada—D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Manitoba.
Eastern Canada—R. R. Labelle, 404 de St. Valier Street, Montreal, Quebec.

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

It is recognized as the "PREMIER."

Chicago Spring Butt Company.

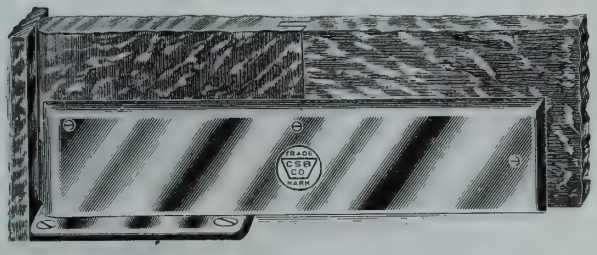
CHICAGO **NEW YORK**

Send for Catalogue M36.

TRADE CHICAGO MARK

TRADE CSB CO MARK

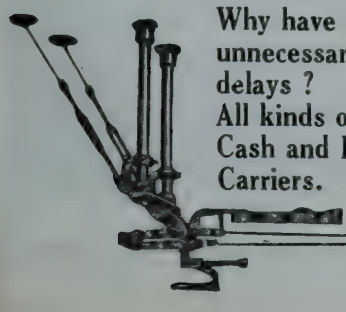
SPRING HINGES



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

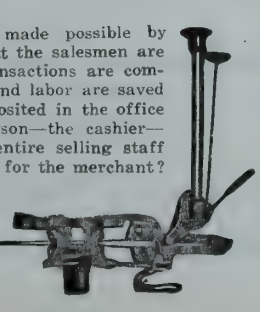
FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.



Why have those unnecessary delays ? All kinds of Cash and Parcel Carriers.

Customers appreciate the feature made possible by the use of our Cash Carriers, viz.—that the salesmen are enabled to remain with them until transactions are completed. Time is saved to them, time and labor are saved to the salesmen, and the money is deposited in the office where it is in the custody of one person—the cashier—and where it is not exposed to the entire selling staff of a store. Is there any profit in this for the merchant? Let him consider it.



Gipe-Hazard Store Service Co. Ltd.

113 Sumach St.
TORONTO, ONT.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

HARDWARE BUSINESS FOR SALE. GOOD turnover. Reason for selling, ill health. Write for particulars. Box 667 Hardware and Metal.

FOR SALE—STOVE REPAIRS, FIRE Bricks, Iron Linings. Water Fronts for Garlands, Pin Esthers, Acmes Sunlights, Welcomes Supremes, Souvenirs, Crown Hurons, New Empress, Colonists, Pearl Champions, Silver Kings, Climax, Magnets, Marvels, Alerts and all kinds of stoves. Write for list and prices. Grundy Bros., Strathroy, Ont.

ENERGETIC SERVICES OF A YOUNG HARDware salesman. He is experienced in managing and buying for a store handling general hardware, stoves, tin and graniteware, sporting goods auto accessories, tin shop, plumbing, roofing and furnace work. He would consider a position as travelling representative for a good jobber or manufacturer of above lines. Apply Box 665 Hardware and Metal.

HELP WANTED

WANTED, HIGH CLASS, AGGRESSIVE salesman for hardware store required for Eastern Townships town. Apply to Hardware & Metal, Box 118.

WANTED AT ONCE—EXPERIENCED hardware clerk, must be A1 man. Replying please give reference, age and salary. Chas. Pierce & Sons, Limited, Timmins, Ont.

WANTED—HARDWARE CLERK FOR WESTern Ontario City. Must be good sign writer, window dresser, and stock-keeper. State references and salary. Apply Box 666, Hardware and Metal.

SITUATIONS WANTED

FIRST-CLASS HARDWARE SALESMAN, 24 years old, single, nine years thorough experience, seeks position with progressive Western or Ontario firm. Box 338, Hardware and Metal.

Business Chances Wanted

HARDWARE BUSINESS WANTED IN GOOD live town, from six to ten thousand stock. Give particulars. Box 664 Hardware and Metal.

WANTED TO PURCHASE ESTABLISHED hardware, country town preferred. Give details, yearly turnover, etc. Box 130, Hardware and Metal.

MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

WANTED BY OLD ESTABLISHED ENGlish Varnish Manufacturers—A Live Agent for the sale of their goods throughout the Dominion, in which their Trade Mark has been known for years. In reply give full particulars as to ground covered, number of representatives employed and state Commission required. Box 100—Hardware & Metal, 88 Fleet Street, London, England.

Want a Good Position?

A responsible paint manufacturer requires an experienced paint traveler to call on manufacturers, painters, architects, etc., in Ontario. Perhaps you are just the man to fit this good opportunity. Write, enclosing references, to

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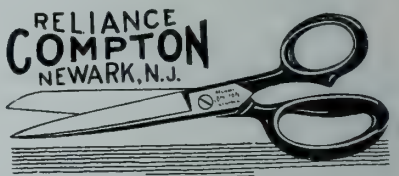
HARDWARE & METAL

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.



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Dorken Bros. & Co.

MONTREAL

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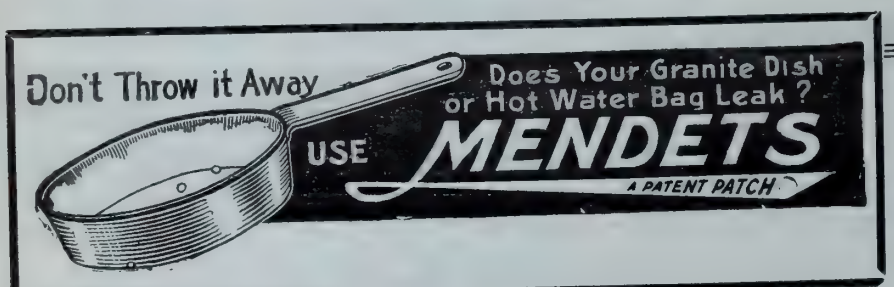

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Collette Mfg. Company, Collingwood, Ont.

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Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

For Distinctive --- Planned to Pull
TRADE MARKS
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Single Spiral Colored Bands . . . $1.00 for 100
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Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free
RIDEAU SPECIALTY CO.
MANUFACTURERS. SMITHS FALLS, ONT.

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Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
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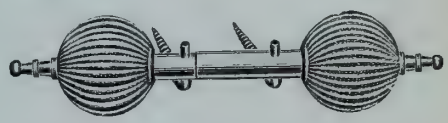

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BATH ROOM FITTINGS
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WHAT WE MAKE WE GUARANTEE
AUTO ACCESSORIES

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For screen, storm or any light door. If not for sale by your agent a trial P. P. order for one, two or three dozen from the makers will prove that it is a seller. For particulars write

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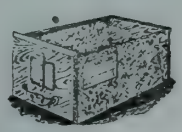

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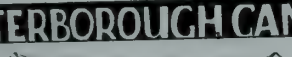

High Grade Canvas Covered and Wooden Canoes, Row Boats etc
Paddles and Oars.
Peterborough Canoe Company Limited
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RUSSELL JENNINGS
stamped on the round of our
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The original double twist auger bit, Patented by Mr. Russell Jennings in 1856
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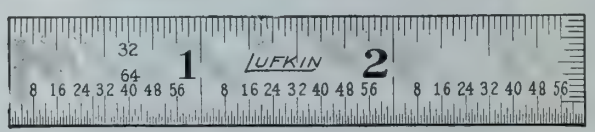

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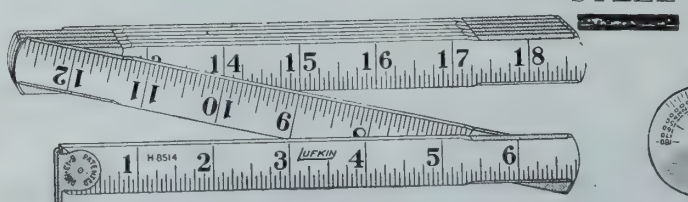

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Meet ALL the Requirements of the Mechanic

Embracing in addition to the old and sturdy qualities,
Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use and Saving of Time
APPEAL TO MECHANICS ON SIGHT
Made in Canada

Ask your jobber.

Send for catalogue

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WINDSOR, ONT.

Your Salesman—

HAVE you a place in your store for a purely "Canadian Made" product that will bring you an excellent trade each year?

Your customer sees many points of superiority as you talk. The wire is tough and elastic—drawn to proper size and well galvanized in our factory at Hamilton—The Frost Lock—the strongest part of the fence, the evenly spaced uprights and the strong lateral wires are material for a selling talk that is bound to convince.

When you sell Frost Fence you make these purchasers of it regular customers, the reason being: they get something that measures up to their idea of what they ought to have.

Frost Fence is that kind of a product. It gives the kind of satisfaction that breeds goodwill and not only brings your man back for further purchases but makes him a booster for your store.

Frost Fence is an asset to your business.

Frost Steel and Wire Company, Limited

HAMILTON, ONTARIO.

Manufacturers of Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences.

Galvanized Gates, Manufacturers' Wire Supplies. Write for Catalogue.

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The finest of all equipment for the Hardware Trade

DAYTON

The Scale that counts and computes

Use the best and keep your money at home

Why is the Dayton Hardware Scale the **BEST?** Because it is the product of the brains and hands of the world's most skillful and experienced scale-builders. It represents the fruits of thirty years of research and experiment on the part of the great pioneer scale-manufacturing house. If a better scale could be devised, Dayton workmen would be building it. The Dayton Hardware Scale brings to your Service **AT NO EXTRA COST** new and **EXCLUSIVE** advantages which rid you of drudgery, speed up your store service and assure you of absolute accuracy in weights and price computations.

A representative will be glad to call upon you and explain the features which make the Dayton pre-eminent. The Counting Scoop, which automatically counts bolts, screws and other small articles, is a time saving device which no hardware store can afford to be without. The Wire Rack, another exclusive Dayton feature, enables you to weigh quickly and easily coils of rope, wire or rubber hose.

A card today will bring one of our demonstrators. **You incur no obligation in sending it.**

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PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 43 | THE MACLEAN PUBLISHING COMPANY, LIMITED | PUBLICATION OFFICE : TORONTO, CANADA | October 22, 1921

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"See that Ruberoid Man, George. He's the best salesman the boss ever had. I've carted more Ruberoid Roofing this year than ever before and the customers come back for more."

Ruberoid Roll-Roofing has had actual tests lasting over a quarter century. It will not fail the purchaser and, like all Ruberoid Weatherproofing Products, establishes confidence in the line of roofing as well as in the dealer himself.

A dealer who handles Ruberoid Weatherproofing Products has hitched his roofing business to success. We shall be glad to send you information on how to become a Ruberoid Distributor. There is protection to the dealer in our Merchandising Plan for it eliminates competition. Write for it **today.**

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Formerly THE STANDARD PAINT COMPANY
52 Victoria Square, MONTREAL

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THE first impression a mechanic gains of machinists' tools is by their appearance. Show him

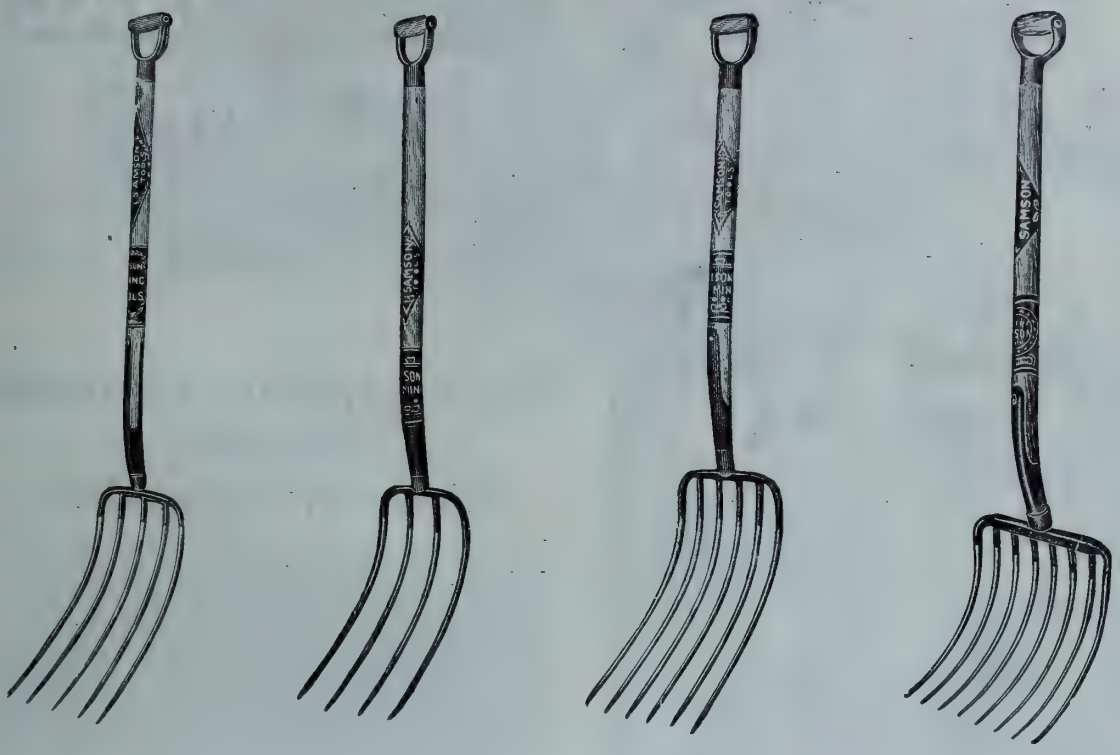
BROWN & SHARPE
Machinists' Tools

with their fine finish, high quality workmanship and practical design—they will make this impression a favorable one. As a satisfied customer he will come back to you, not only for his mechanical outfit, but for other goods you carry.

BROWN & SHARPE MFG. CO.

PROVIDENCE, R.I., U. S. A.

"We Protect the Dealer"



SELL

Samson Farm Tools

They are as fine in quality as their appearance suggests.

GUARANTEED

H. S. HOWLAND, SONS & CO. LIMITED

TORONTO

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UNIVERSAL

Every Advantage For Dealers Who Sell "Universal" Useful Gifts

MILLIONS are spent every year for holiday gifts that are about as useful as a cook book to a hungry hobo. Gift buyers this year will be case-hardened, sound-proof and air-tight to offerings of articles that serve no practical purpose. This places every "Universal" dealer in an advantageous position. The quality, variety, usefulness and reasonable prices of "Universal" Home Needs will put gift giving on a sound, sensible basis. It means more sales and easier sales for the dealer who stocks the "Universal" line.

THE "Universal" Business Boosting Campaign will be in full swing during the holidays. "Universal" advertising will run in Good Housekeeping, Ladies' Home Journal and other great publications. Special Advertising and Selling Helps have been prepared for dealers. Write for particulars. Know what has been done and will be done to increase your sales.

Landers, Frary & Clark, New Britain, Conn.

Canadian Representatives:

A. MacFarlane & Co., Limited

Montreal **Quebec**

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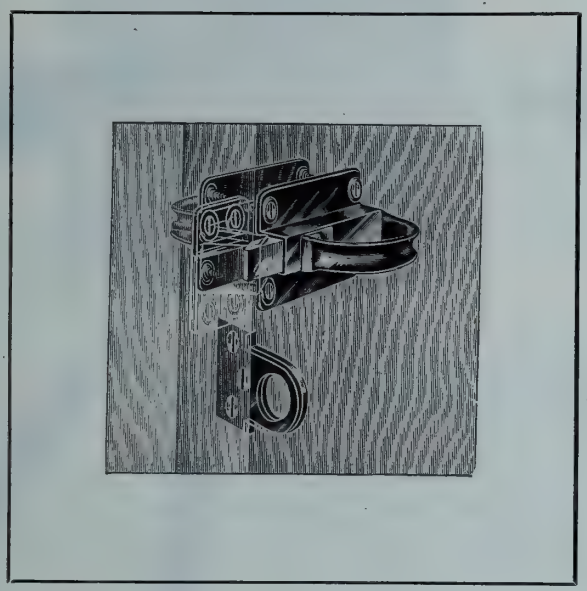
The Door to Prosperity Opens with C.S.G. Co.'s Latches



No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value—selling points—than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place. Packed one-half dozen in a box, 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Co.
LIMITED
Hamilton Canada

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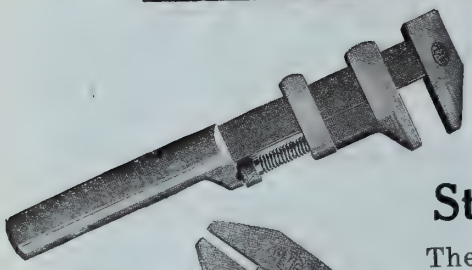
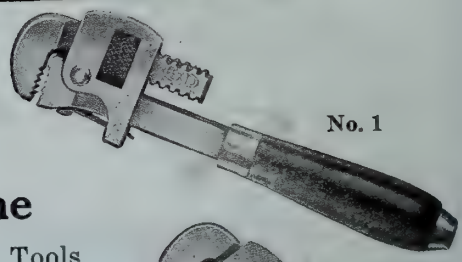
GUARANTEED
WRENCHES





No. 1

Stock the Whole Line

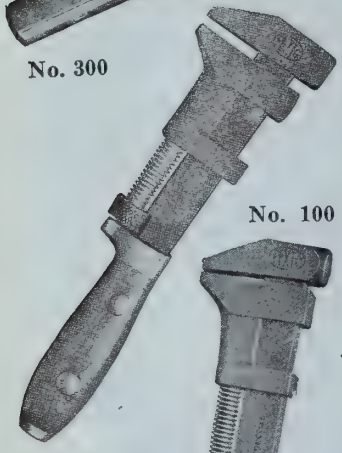
There is something about PEXTO Tools in general and PEXTO Wrenches in particular that has created an extraordinarily favorable impression on buyers of good tools.

By stocking the entire line of PEXTO Wrenches you are assured of meeting the demands of your customers, especially those who know and insist on PEXTO Quality.

The 22½ degree Adjustable Angle Wrench is particularly adaptable for automobilists and motor repair men.

The No. 300-Solid Steel Wrench made entirely from three parts and the No. 100 Solid Handle Wrench, as well as the Pipe Wrenches, have registered 100 per cent. for strength and long life in the hands of a multitude of mechanics.

No. 300



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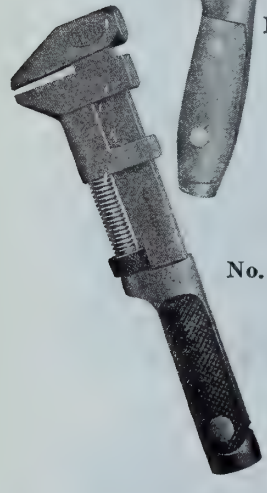

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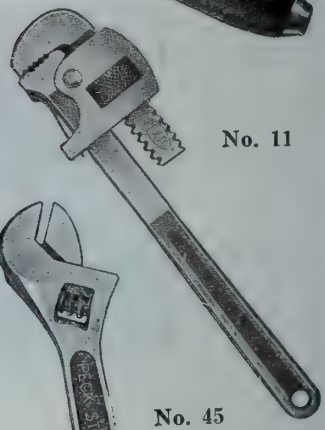

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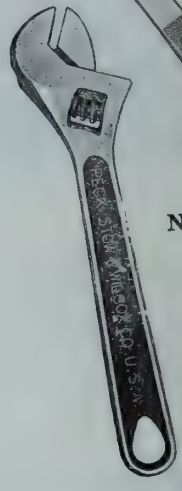

No. 45

Agricultural

Canadian Representatives:

Prescott W. Robinson Sales Co., Ltd.

414 Drummond Bldg. Montreal

PEXTO

Worth While Tools

THE PECK, STOW & WILCOX CO.
Southington, Connecticut, U.S.A.

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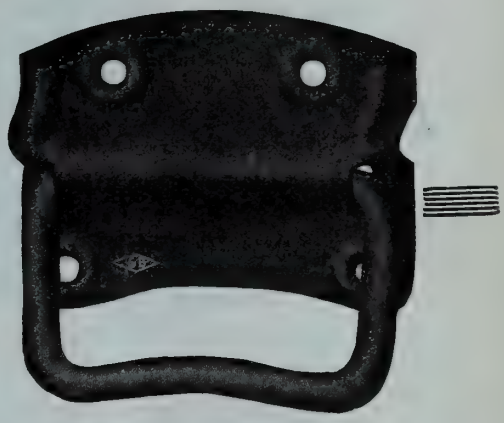

Three Good Examples of Slater Lines

We make Merchandise Carriers, Fire Door Fixtures, Garage Sets, Hinges, Store Ladders, Barn and Fire Door Latches, Stay Rollers and Flat, Round, Square and Parallel track for hangers, beside the items shown here.

We claim the ability to give close attention, good service, and quick shipments—and mean it!

No. 1215, Trap Door Ring. Size 3½" Wrought Steel Flush Trap Door Rings, Baked Japan Finish. Packed ½ dozen in carton with japanned screw, Supplied also in galvanized or plated finish at additional cost.

No. 815, Wrought Steel Hasp. Finished in Bright, Japan, or Galvanized, made of wrought steel with hinged joints and concealed screw holes, which make it safe. Made in sizes 3 ins., 4½ ins. and 6 ins. Packed one dozen in carton.

No. 1205, Chest Handle. Made of best quality deep drawing steel, with heavy, easy grip handle, japanned. Also supplied in galvanized or plated finish at additional cost. Packed 1-4 dozen pairs in box with screws.

N. Slater Company, Limited

Successors to

Slater & Barnard, Limited

Hamilton, Ont.

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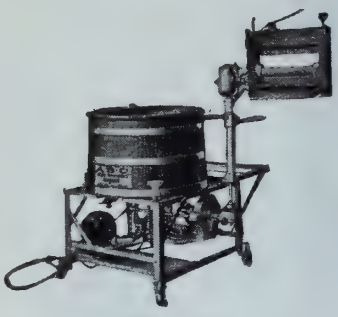


Single tub
"Alco"
(Pegs or discs)

Twin tub
"Alco"
(Pegs or discs)

A B C
Super Electric
(4 models)

A B C
Electric Ironer
(with motor)

A Washer to suit Every Purse

and an Ironer to Match!

The one dependable quality line that is on a solid footing in the home laundry equipment field, the one line that includes a washer in every price class together with an electric ironer which the washers will operate—is the A B C.

Thirteen years of success in the business have served to complete and to perfect this famous line. It is a permanent asset to a dealer, a line he can build upon for the future.

It is a line which appeals to appliance dealers of high standing, dealers who sell nothing but appliances that they know will give satisfaction.

If you, too, believe in this policy, if you want your customers to remain satisfied and to recommend you to their friends, investigate the A B C line.

Write for our exclusive dealer proposition.

G. D. HENDERSON, Canadian Representative,

BOX NO. 123 BRANTFORD, ONTARIO

Wholesale Distributors;

Maritime Provinces:
BLACKADAR & STEVENS
Roy Building, Halifax, N. S.

Ontario:
MASCO CO., LTD.,
78 Richmond St., Toronto

Alberta:
CUNNINGHAM ELECTRIC Co.
Limited, Calgary

Quebec:
DAWSON & CO., LTD.
148 McGill St., Montreal

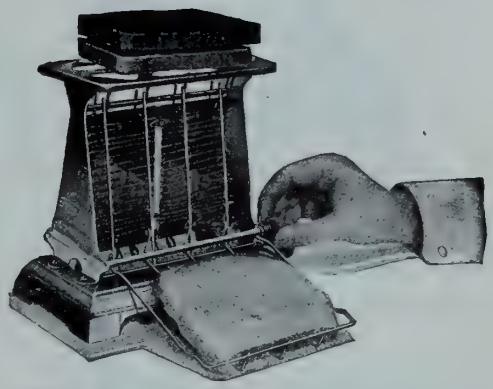
Saskatchewan:
SUN ELECTRICAL SUPPLY, LTD.,
Regina

British Columbia:
RANKIN & CHERRELL,
Vancouver

A B C *Electric Laundress*

If interested tear out this page and place with letters to be answered.

Westinghouse
Electric Irons and Toasters



Type H Iron

Tell your customers that this iron is practically indestructible, having very few parts, and no delicate pieces to get out of order.

Explain that heat radiation from the top is prevented by dead air space between the heat storage plate and the iron shell, so that most of the heat is retained at the ironing surface, and what ever heat is not being taken by the ironing surface is stored in the heat storage plate; this retention of the heat making the iron stay hot longer.

Turn-Over Toaster

Also tell your customers about the Turnover Toaster; how it makes toast right on the dining-room table; how the toast turns by simply turning an insulated knob, there being no danger of burning the fingers.

Demonstrate this turn-over feature making it unnecessary to touch the bread from the moment it is put on the Toaster until it is taken off, toasted.

Mention how the flat surface on top may be used to keep the toast hot, or to heat plates; keep the coffee pot warm, etc.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

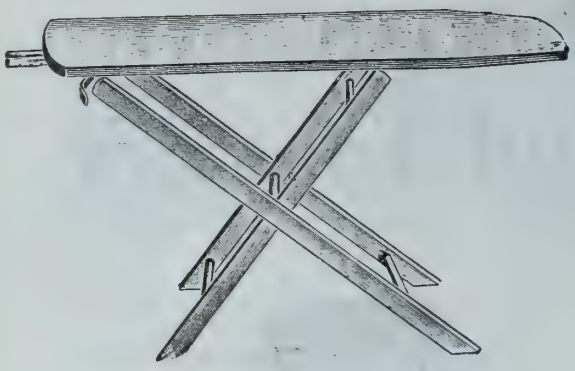
TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave., E.
EDMONTON, 211 McLeod Bldg.

Repair Shops :

MONTREAL—113 Dagenais Str.
WINNIPEG—158 Portage Ave. E.
VANCOUVER—1090 Mainland St.
TORONTO—366 Adelaide W.
CALGARY—316 3rd Ave. E.

Westinghouse

If interested tear out this page and place with letters to be answered.



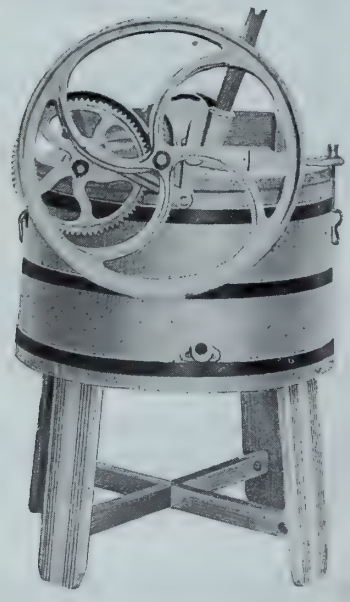
The Adjustable Ironing Board

Can be raised or lowered to any height. The top is covered with cotton. Rigid. Folds up.

The Matchless Tub and Wringer Stand

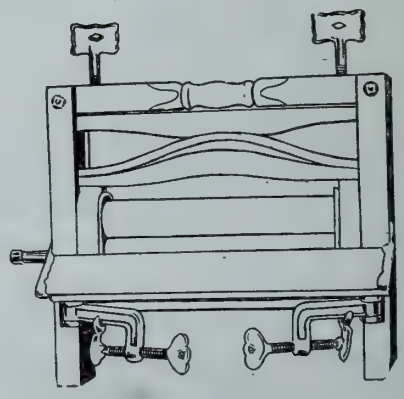
The strongest stand made. Built like a bridge. Folds up.

Get our prices on clothes horses, step ladders, skirt boards, meat boards, bread boards, bake boards, rolling pins, etc., if you want to save money, and get the best made and best finished line of wooden ware in Canada.



The Gem Washer

This is the smoothest, easiest running hand power washer made. Let us send you sample. If not exactly as we say, please return it.



The Connor Wringer

At the Ottawa Exhibition we showed a Connor Wringer that had been in use for 32 years. This wringer had never been repaired. If you want the best in clothes wringers—get the Connor line.

J. H. Connor & Son, Ltd.

Manufacturers

Ottawa, Canada.

If interested tear out this page and place with letters to be answered.

TIGER BRAND WHITE LEAD

bears the Government Seal of

PURITY

Has been the first choice of Canadian Painters for over fifty years

Chemically pure, ground in refined linseed oil, it neither peels nor cracks

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

Packed in 12½lb., 25lb. 50lb. and 100lb. IRONS or in 500lb. Wood Kegs

If interested tear out this page and place with letters to be answered.

NOW IS THE TIME TO SELL

SOUVENIR HEATERS

These cold Fall days will draw many customers to your store to purchase a heater, and we illustrate two dandy sellers. Order a sample of each today. We guarantee that they will please you.

Quebec Souvenir

Brick lined Heater with Grates

Burns any kind of fuel and is a powerful heater, fitted with roller bar grates. Will hold a fire over night. Made in three sizes Nos. 30G—40G—50G.

Furnished without grates if desired.

Hamilton Souvenir Oak Heater

Parlor Dress

Leg base, nickel side wings, nickel crown top, and mica door. Burns any fuel. This is a heater of surpassing merit. Strongly built and will give years of service. Specially adapted for parlor use owing to its handsome appearance. Made in two sizes, Nos. 117P—119P. Coal feeder can be supplied if desired. Furnished also with standard dress.

Write for Catalogue No. 78 showing complete line of stoves, ranges and heaters. Also large attractive stove hangers used for store and window display. Catalogues, hangers, circulars, prices free on request.
Also write for folder describing our famous New Idea Warm Air Furnaces, pipe and pipeless styles.

MADE IN CANADA BY
THE HAMILTON STOVE & HEATER CO., Ltd.

Successors to GURNEY TILDEN CO., Ltd., Hamilton. **75 Years Successful Manufacturing.**

Special Quebec Representatives:
Montreal Supply Company, Ltd., 16 Craig St. W., Montreal, P.Q.
Winnipeg Representative: 134½ Higgins Ave., Winnipeg, Man. Vancouver Representative: 1073 Hamilton St., Vancouver B.C.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

A SMART CANADIAN HAMMER

No. 61½ Hammer

A Real Nail Puller

A Great Trade Puller

It's of The Diamond G Breed

JAMES SMART PLANT—BROCKVILLE, ONT.

St. John, Montreal, Toronto, Winnipeg, Vancouver

If interested tear out this page and place with letters to be answered.

IMPERIAL
Polarine
FRICTION REDUCING
MOTOR OILS

Quality maintains economy. No matter how much you pay "per gallon" for other lubricating oils, you get more lubrication "per dollar" when you buy Imperial Polarine Motor Oils.

Advertising That Brings Business —

The above paragraph points out most convincingly the quality and economy of Imperial Polarine Motor Oils. It is the keynote of a gigantic advertising campaign now running in every important city, town and village in Canada.

No other line of motor oils is as extensively advertised as Imperial Polarine. This advertising *does bring business* to Imperial Polarine dealers and has developed confidence in both Imperial Polarine Motor Oils and Imperial Polarine dealers.

The number of exclusive users of Imperial Polarine is constantly increasing. The dealer who is tied up closest to our advertising benefits most in increased turnover and greatly increased profits.

Identify your store with our advertising. If you are not already an Imperial Polarine dealer our Salesman will gladly explain our profitable Imperial Polarine dealer agreement to you. Write to 56 Church St., Toronto.

IMPERIAL OIL LIMITED

Canadian Company
Canadian Capital
Canadian Workman

If interested tear out this page and place with letters to be answered.

Davidson's Rotary Ash Sifters

These strong, substantial sifters are made in two styles---"Crown" and "Sterling." They come in heavy galvanized steel, dust-proof, easy to operate, very economical.

Now is the time to stock up on these lines. Order to-day and ensure prompt delivery.

The Thos. Davidson Mfg. Co. Limited

Head Office - Montreal

Branches: Toronto - Winnipeg

Steel Foundry Division - Lachine Canal, Turcot

DAVIDSON

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool: for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

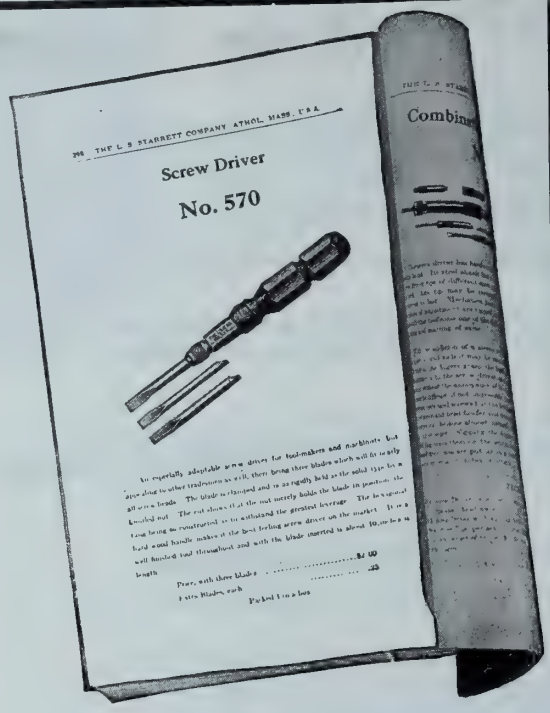
Axe, Pick, Sledge and Hammer Handdles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

J. H. Still Mfg. Company

ST. THOMAS, ONTARIO

New Tools You Should Know



SCREW DRIVER

NO. 570

A new and very practical screw driver for toolmakers, machinists and general use. With its three blades of different sizes, this screw driver can be effectively used in driving nearly all screw heads. A knurled nut and specially designed tang holds the blade firmly in position, enabling it to withstand the greatest leverage.

The hexagonal handle affords an excellent grip, an advantage that will be appreciated by all who have much occasion to drive screws. Consult page 298 in the Starrett Catalog No. 22 "MA" for description and illustration of this new Starrett screw driver. If you have no copy handy, write for one. And also ask for the Starrett booklet—"The Tools Mechanics Buy." Free on request.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

Sell Starrett Tools

"Matchless"

Combination
Cutting
Pliers
No. 118

Popular For General Use

These strong, solid, substantial pliers combine flat nose plier with gas burner grip and side cutters, two shear wire cutters, reamer and screw driver. They are made of high-grade steel, drop forged from bar, with jaws and cutting edges carefully hardened and tempered.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U. S. A.

Canadian Sales Representative: W. J. Latimer
122 Hilton Ave., Toronto, Ont.

OUR SECRET OF HIGHER QUALITY

In no other factory are hack saws produced by the same methods that are used in making Star Hack Saws.

Exclusive machinery and methods, invented and still supervised personally by Geo. N. Clemson, allow us to produce Star Saws by large-scale production, and maintain a higher uniform quality than can be made by old-fashioned methods.

Star Saws are now sold by the factory in Middletown that has always made them.

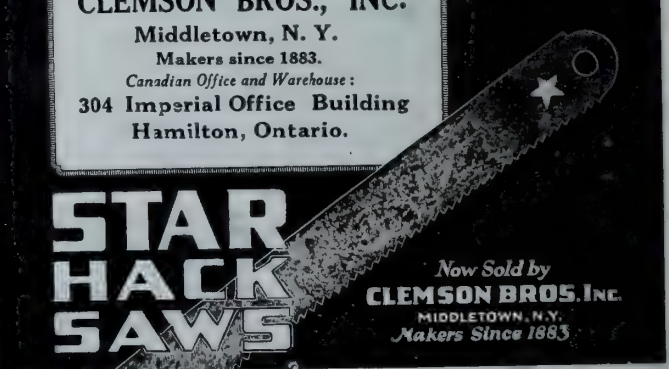
CLEMSON BROS., INC.

Middletown, N. Y.

Makers since 1883.

Canadian Office and Warehouse:

304 Imperial Office Building
Hamilton, Ontario.



If interested tear out this page and place with letters to be answered.

QuikwerK TOOLS

Blacksmith Tongs

QUIKWERK Tongs are forged *without weld* from a single solid piece of steel. And *carefully* forged—smoothly, uniformly, with handles correctly proportioned and tapered. The excellent quality of high carbon steel gives a fine "springyness" to the reins. After gripping they will always take their original shape without spreading the jaws.

Ask your Jobber for the Tools with the Quikwerk Trademark

Single Pick-Up Tongs

Gad Tongs, Flat Jaw

Straight Lip Tongs

Rivet Tongs for Structural and Bridge Work

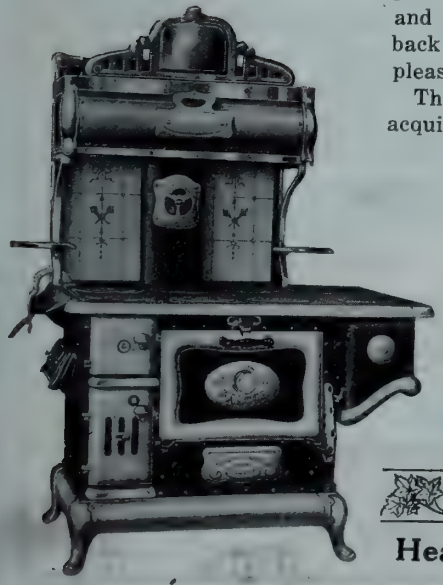
The Warren Tool & Forge Co. 234 Griswold St. WARREN, O.

Confidence Begets Confidence

It is an old adage for those who would be salesmen that, in order to convince others, you must first be convinced yourself. If you are sincere you will be believed.

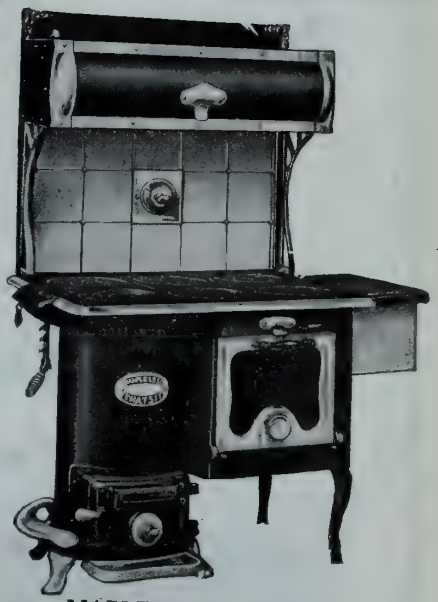
In heat making machines, the Maple Leaf line of stoves, ranges and heaters are creators of confidence. They will back up every statement that you make—they will please your clients—they will make money for you.

The Maple Leaf agency for your town is a valuable acquisition. Write us to-day for full particulars.



Maple Leaf Falcon

An aristocratic steel range that will back up every claim you can make for it. It is made in several handsome designs, which makes it an ornament in any kitchen. It gives perfect satisfaction at all times. The Falcon is both a money-maker and a friend-maker for the dealer.



MAPLE LEAF "THATSIT"

A side-oven, 6-hole "Quebec" range that leaves nothing to be desired. The heat units are so controlled by the new undertop that the fire must pass under all six covers. The oven is 14 x 20 x 11 1-2" deep with balanced spring type drop door, friction catch, non-heating handle and thermometer. It has a broiler lift and a pouch feed door. It can be fitted either with a hot water boiler or copper reservoir and with or without warming closet. This is a stove that is hard to beat.

BEACH FOUNDRY LIMITED

Head Office and Factory: Ottawa, Can.

Branches in Winnipeg and Vancouver

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

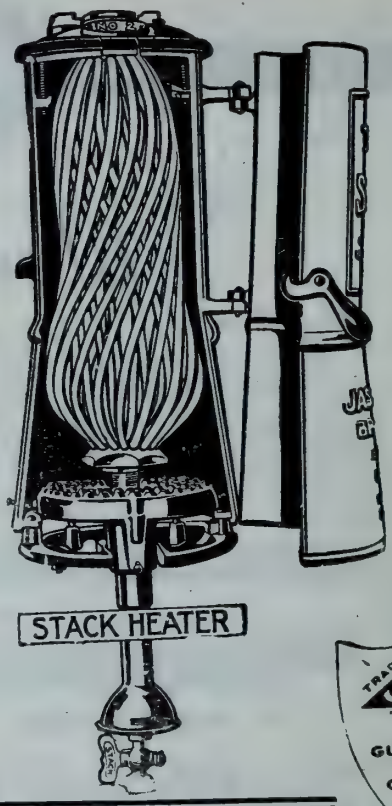
True Economy

Stack Heater

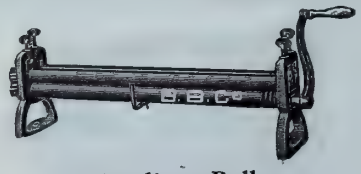
The Stack Gas Water Heater will heat water in one minute.
The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.
Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.
More hot water with smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario



TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY



Bending Rolls

No. 22—Circular Shear

Steel Brake

Reduce Production Cost

Even if there were no increase in production, reduced production cost would add greatly to your profits. But Brown, Boggs Sheet Metal Working Tools not only reduce the cost of production, by doing certain operations in less time, but they greatly increase output by enabling you to perform more units per hour or day at any given cost per hour or day. Brown, Boggs Sheet Metal Working Tools are specially designed to make more money in Sheet Metal Working Shops. That includes yours, so why not write today to see how we can save you money?

The Brown, Boggs Company, Limited
HAMILTON - ONTARIO
MANUFACTURERS OF
Tinsmiths' and Heavy Sheet Metal Working Machinery
Canning and Evaporating Machinery

If interested tear out this page and place with letters to be answered.

A solid reputation built up in the course of fifty years, constantly fortified by advertising keeps our famous five brands of files in the lead as steady profit makers for the dealer.

These files are known as the standard of file quality: to stock them is to sell them, without effort.

Specify one of these brands when ordering from your jobber:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

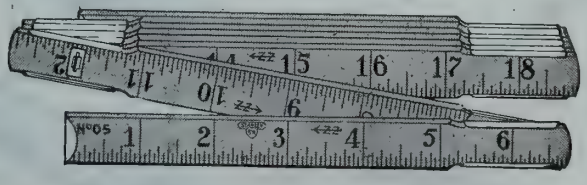
"They're *the* Best rules made
—I've carried mine *for* many a year"

STANLEY
"ZIG ZAG" RULES

A rule must be STRONG, ACCURATE and LEGIBLE. It is subjected to the hardest kind of usage and must "stand up" under the most rigorous wear and tear. STANLEY Zig Zag Rules will not wear away and loosen at the joints. The Concealed Joint Type has patented strike plates at each section—the Rivet Joint Types have a specially made rivet that acts as a strike plate. Made in several different styles of markings.

They are made with an especially fine and durable finish. Among other invaluable and special features are the patented direction arrows enabling the user to tell at a glance which end of the rule to begin using. The patented tips, joints and strike plates are brass plated.

Have you a copy of our Tool Catalogue R 120 If so, you will find Stanley Rules on pages 14 to 21. If you haven't a copy of this book, we will be pleased to send you one.



THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN CONN. U.S.A.

Canadian Representative:

A. MACFARLANE & CO., Coristine Bldg., Montreal

If interested tear out this page and place with letters to be answered.

The "NATIONAL" Line
OF
GUARANTEED
AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.
We want your orders, and we are going to make it to your interest to place them with us.

OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested, and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited
Montmagny, Quebec

"YANKEE" TOOL
PUSH DRILL No. 44
Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

If interested tear out this page and place with letters to be answered.

There Are Many Good Points to DOMSTEEL

Galvanized Barbed Wire

Two and four point, sharp, clean-cut and repellant. The wire used is of high breaking strain. It is made from heavily zinc-coated wire, galvanized by the "hot-dip" process. The barbs are firmly secured, absolutely immovable, and evenly spaced.

This wire, manufactured by Canadians in Canada is made to withstand the severe requirements of Canada's climate, and will give entire satisfaction under the most rigorous conditions.

Dominion Iron & Steel Company, Limited

SUBSIDIARY OF

British Empire Steel Corporation

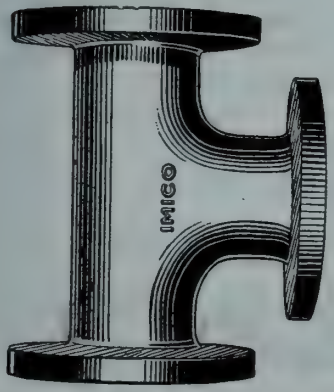
General Sales Office: 120 St. James Street, Montreal
STOCKS: Sydney, St. John and Montreal

They're 'On The Map'

The Brand that has the Quality

IM Brand Pipe Fittings

We are also equipped to make the general run of malleable and grey iron castings for manufacturers of machinery, agricultural implements, automobiles and specialties.



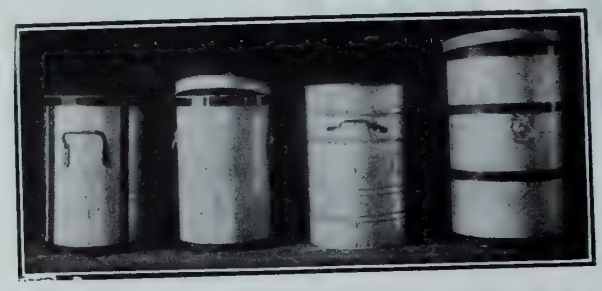
Our cast iron fittings are made with iron of high tensile strength, properly proportioned, and correctly tapped. Our malleable fittings are made of Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads. We can supply both screwed and flange fittings, either black or galvanized.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada.

If interested tear out this page and place with letters to be answered.

"Super-Service" Garbage & Ash Cans



DEALERS!

Save money on duty and exchange by purchasing your heavy weight Garbage and Ash Cans in Canada.

REED'S "SUPER-SERVICE" line is a winner.

These cans are made of 22 to 18-gauge galvanized steel (depending on size and style).

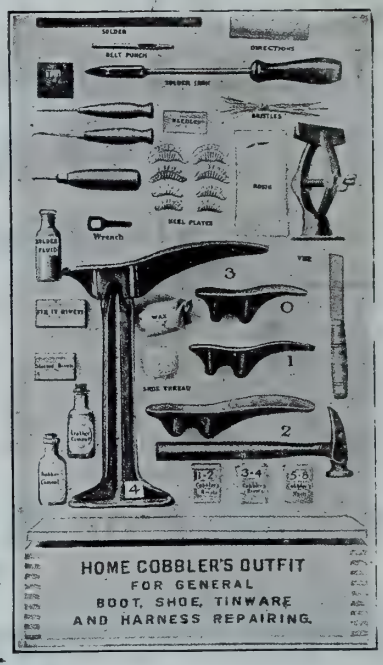
Every can is hand rivetted and stoutly reinforced. All joints are hand soldered — NOT galvanized HOT.

The "ECONOMY" Rotary Ash Sifter was created to meet the demand for a sifter of this type which would LAST. It's built on the same lines as the "Super-Service" Cans. Fits any can or barrel 16 to 18 inches in diameter.

There's a good margin of profit on these lines. Write or wire us for prices.

Geo. W. Reed & Co.
LIMITED
MONTREAL

"ECONOMIZERS"



There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of to-day. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs — tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

MAXWELLS, LIMITED
St. Marys, Ont.

Small Screw Drivers

OPTICAL, EXCELSIOR, JEWELLER'S and MECHANIC'S

No. 1 is the Optical with ring used for adjusting eye glasses. Every user of Eye Glasses should have one.

No. 2 has two different size blades, one fitted inside handle.

No. 3 Ring driver with cover over blade.

No. 4 is [illegible] for general use.

No. 5 is our Jeweller's screw driver.

No. 6. Double blade specially for use by mechanics.

Good catch trade for these. Write for prices.

The Torrington Co., Limited.
UPPER BEDFORD, QUE.

If interested tear out this page and place with letters to be answered.

JARDINE TOOLS

Tire Upsetter No. 5

This effective machine upsets tires up to 4 inches wide by one inch thick, and axles up to one and one-quarter inches. The jaws are faced with plates of crucible steel, having milled teeth, carefully tempered. Both upper jaws are operated by one lever, giving quick grip. This powerful machine is extra heavy and designed to stand the strain of upsetting the heaviest tires, up to four inches wide.

Ask for catalogue.

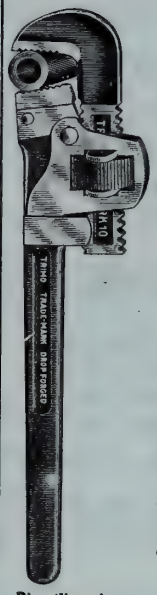
A. B. Jardine & Co.

LIMITED

HESPELER, ONT.

TRIMO

THE WORD TRIMO



Pipe Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Nut Wrench

TRIMONT MFG. COMPANY

ROXBURY (BOSTON), MASS.

MANUFACTURERS

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It"

Wheeler & Bain

Limited

Toronto, Canada

TANKS OF ALL KINDS

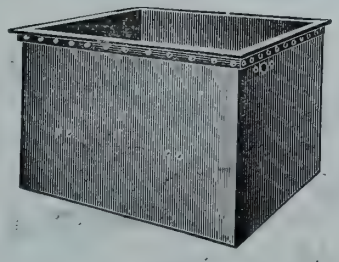
ROUND STEEL WELDED TANKS

Top End Open

Made any gauge iron from 20 G. to ¼" plate, welded throughout (making them practically one piece), these tanks are guaranteed to be absolutely leak-proof. The welding process makes this guarantee possible. We specialize on heavy tanks for manufacturers, finished round top with heavy angle steel if desired.

SQUARE STEEL WELDED TANKS

Another leak-proof, one-piece tank of similar quality to our Round Tanks; finished around top with heavy angle steel and the larger ones with extra cross and upright braces. Any size tank or pipe fittings can be supplied.



Also Air Pressure and Gasoline Tanks

Write for price lists. We also make baths, dairy equipment, gasoline tanks, truck tanks, etc.

The Steel Trough & Machine Co., Ltd.

TWEED, ONTARIO, CANADA

If interested tear out this page and place with letters to be answered.

Ask the Birkett Salesman

He is interested in your welfare; he appreciates that your success is intimately bound up with his own, and with this house which he represents.

There are many ways in which the Birkett Salesmen can serve you. They can often advise you about the trend of markets, about new lines of goods, and of the experience that other merchants have had with different lines.

Meet the Birkett Salesmen half way. In their journeys here and there they pick up much useful information and knowledge of conditions in the hardware field. They will co-operate with you and assist you gladly in every way they can.

Thos. Birkett & Son Co.,
LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

Laidlaw's Wire Boys

Their Chat No. 1

Introducing the Boys

"So you're Bale Tie, Eh! Well I'm Wire Nail—the boss says he's going to shoot us out next week to fish around for some orders and to find out how things are in general."

"Sure I'm Bale Tie—the chaps around here call me B. T. but I don't care what they call me as long as they hand out my pay envelope regularly.

"The boss says we are sure of our job here for a year, so I'll see you next week W. N.

"So Long !!!!"

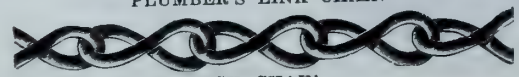
Laidlaw BaleTie Co. Ltd.
Hamilton - Canada

CHAINS AND PUNCHES

SASH CHAIN

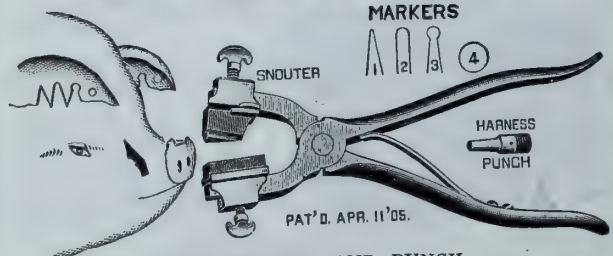
SAFETY LINK CHAIN

PLUMBER'S LINK CHAIN



JACK CHAIN

CABLE CHAIN



STOCK MARKER AND PUNCH

THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

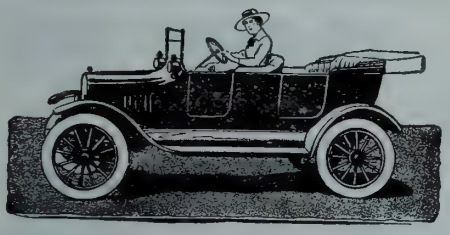
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

If interested tear out this page and place with letters to be answered.

Retailers' Electro Service

A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.



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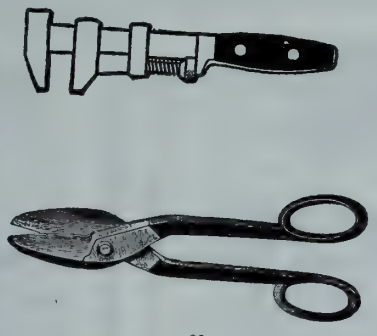

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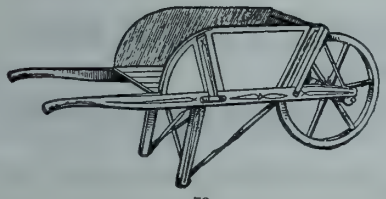

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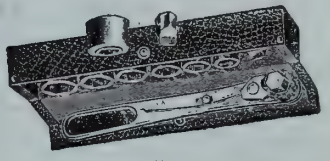

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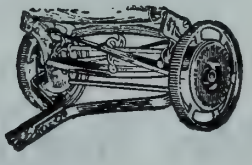


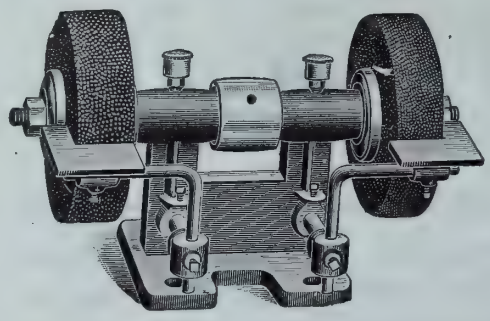
THE above are a few of HARDWARE AND METAL'S electro assortment comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

If interested tear out this page and place with letters to be answered.



Perfection Grinder

No. 80

PERFECTION BELT DRIVE GRINDER No. 80 is designed for small machine shops, garages, and farmers having power, either gasoline or electric. It is fitted with two 6x1¼x1-inch wheels, one fine and one coarse (other sizes up to 7 inches can be used.)

Frame is 7 inches high. Arbor 13 inches long. Pulley 3 x 2 inches, operated by belt, either direct from gasoline engine or line shaft. Has babbitted bearings.

Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto

Star Specialty Manufacturing Company

227-233 West Erie Street — Chicago, Illinois

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street — Montreal, Canada

ICE CUTTING TOOLS

For FARMERS, DAIRYMEN, Etc.

Ice Ploughs, Ice Saws, Ice Tongs, Bars, Hooks, Axes, etc. Write for Catalogue and Prices.

ROBERT DONALDSON & SONS

70 St. Henry Street — Montreal

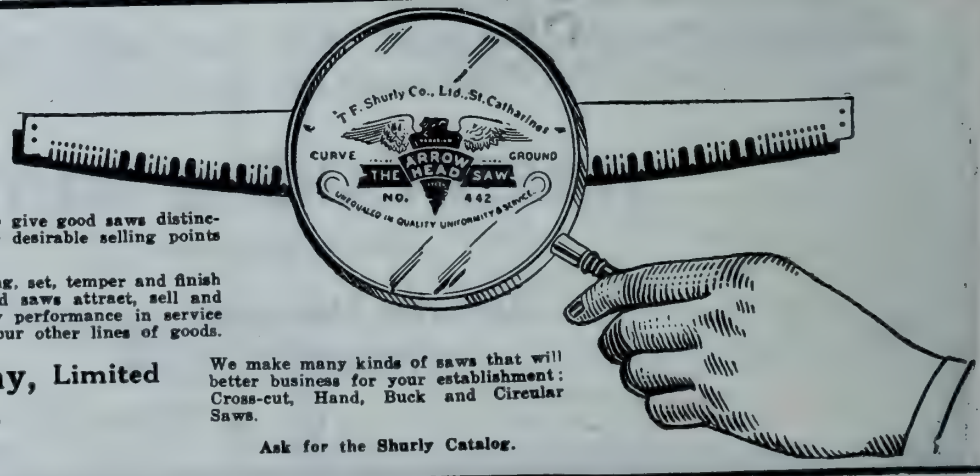
When Writing to Advertisers Kindly Mention This Paper

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited

St. Catharines

Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

If interested tear out this page and place with letters to be answered.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

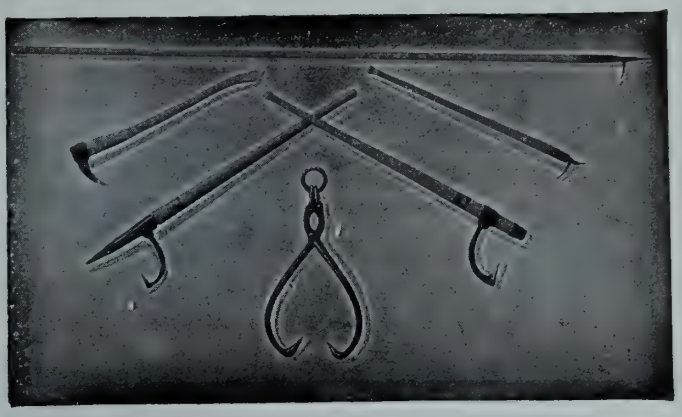
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario



FLY TERROR

Sells to Every Lumberman

Have your stocks in ready when the season opens. This wonderfully effective fly and mosquito repellant makes a hit with every man who has to be outdoors where mosquitoes and black flies abound. It is non-poisonous, and not greasy. Flies and mosquitoes are absolutely repelled by Fly Terror.

THE FLY TERROR MANUFACTURING REG'D.
7 Notre Dame Square, Quebec, Canada.

"OAKEY'S"
WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.I. Eng

Agents:

John R. Anderson, 36-38 St. Dizier Street, Montreal, Que., Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Ave West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

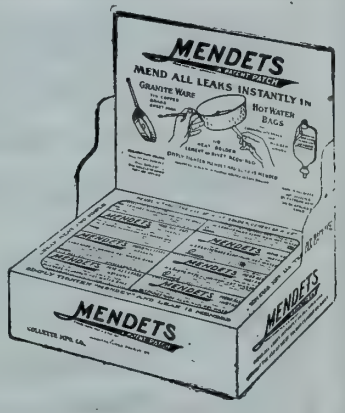
MENDETS
A PATENT PATCH

Pots and pans that once were favorites with the housewife, are accumulating in your customers' cellars. A small leak, a tiny defect has put them out of commission.

When you explain the simplicity, economy and effectiveness of Mendets these same housewives appreciate this means of salvaging the old favorite utensils.

Collette Mfg. Company
Collingwood, Ontario

Your Jobber has them



THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

HOYT METALS

PROOF!

Hoyt Metals are used by every shop and factory that prides itself on maximum production. That the sales of Hoyt Metals amount to $10,000,000 annually is convincing proof of the satisfaction in using or selling these efficient metals. Always cool running. Anti-friction quality and unequalled endurance are superior features of these popular metals.

HOYT METAL COMPANY
MONTREAL TORONTO WINNIPEG

The Four essential points are here

Strength and Looks **Price and Wear**

Ask Your Jobber Or Write

JOHNSON Ideal HALTER Co. Sarnia, Ont.

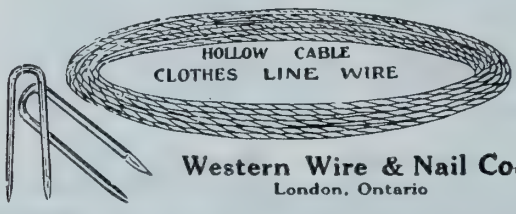
K-T Sink Brackets

We also make: K-T Cobbler Sets, Coal Chutes, Clean Out Doors, Clothes Line Pulleys, Window Weights, Horse Weights, Builders' Castings and Well Wheels.

The Katie Foundry
Galt, Ontario

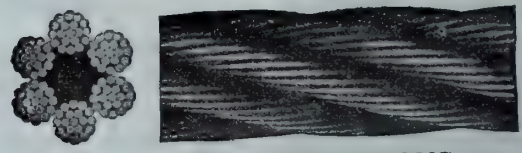
Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

BRASS TACKS

Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.
Limited

Galt - Canada

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all solder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

CHICAGO SOLDER COMPANY
4225 Wrightwood Ave. Chicago, U. S. A.

No. 208 Torch.
List Price, Each, $17.00.
Ask for Discount.

Sharp vs. Blunt Burner Needles

A Gasoline Torch or Fire Pot can be quickly ruined by forcing the needle, if it has a sharp point such as is in common use, as the orifice is made larger, causing an imperfect gas mixture. Over sixty per cent. of all burner troubles are overcome by using the C. & L. DOUBLE BLUNT NEEDLE TORCHES and FIRE POTS as the burners have blunt needles. They are the HOTTEST and BEST TORCHES and FIRE POTS made and save time and fuel. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave., Detroit, Mich. U.S.A.

IMPERIAL
ACID CORE
ROSIN CORE
PASTE CORE
WIRE SOLDER
for AUTOMOBILE and GENERAL SOLDERING WORK, Canadian Made

ALSO IMPERIAL SOLDERING PASTE

THE CANADA METAL CO., LIMITED
TORONTO HAMILTON MONTREAL WINNIPEG VANCOUVER

STERLING TWINES

Made of
FLAX, JUTE, HEMP, COTTON, YUCATAN
Manufactured by
The J. R. Sterling Twine Company, Ltd.
Walkerton, Ontario

Samples and Prices sent upon application. We manufacture all kinds of Commercial Twines, put up in Balls, Reels, Coils and Skeins. Hide Rope, Tubes and Cones, Single and many ends.

"Send us a trial order."

Why the Head Engineer Stands by
"Maple Leaf" Belting

Sells Easily

Engineers everywhere have the utmost confidence in "Maple Leaf" Belting. It stands by them. It is reliable and dependable and can be trusted to fulfil its mission. That is why engineers use "Maple Leaf," and dealers find good profits and repeat orders.

The Dominion Belting Co Limited
Hamilton Canada

Walter Woods & Co.
N.B.
Egg Carriers
Hamilton and Winnipeg

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Pedlar's
Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

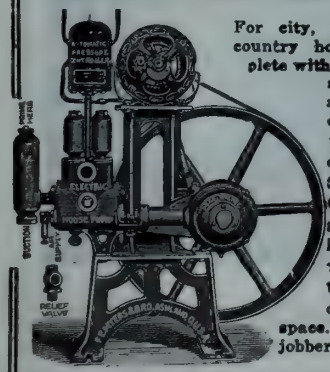
Harris Heavy Pressure BABBITT METAL

ABSOLUTELY
BEST FOR ALL MACHINERY BEARINGS
Hundreds of tons in use.

THE CANADA METAL CO. Limited
WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.
Manufacturers of
FERRONA PIG IRON
and SIEMENS-MARTIN
OPEN HEARTH STEEL

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

F. E. MYERS & BRO., ASHLAND, Ohio

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

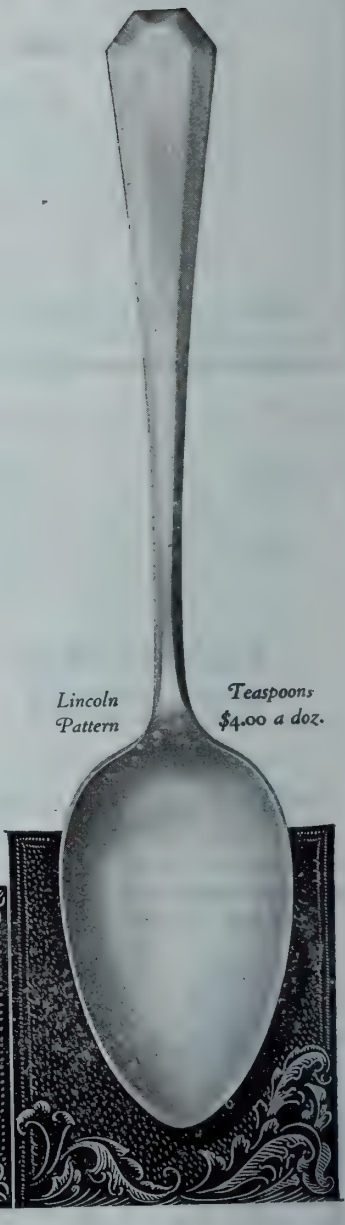
SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

If interested tear out this page and place with letters to be answered.

26-piece chest of Wm. Rogers & Son silverplate, prominently displayed in your window, will sell itself.

This is the best value in medium priced silverware that you can offer your trade.

Wm. Rogers & Son silverplate has a record of long wearing quality that has been established through fifty-five years of satisfactory service.



Lincoln Pattern

Teaspoons $4.00 a doz.

Wm. Rogers & Son Silverplate

Made by Wm. Rogers Mfg. Co., Limited, Niagara Falls, Ontario

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII OCTOBER 22, 1921 No. 43

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The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Canadian Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly. Cable Address, Macpubco, Toronto: Atabek, London, Eng.

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W. H. Jackson, Toronto Representative.
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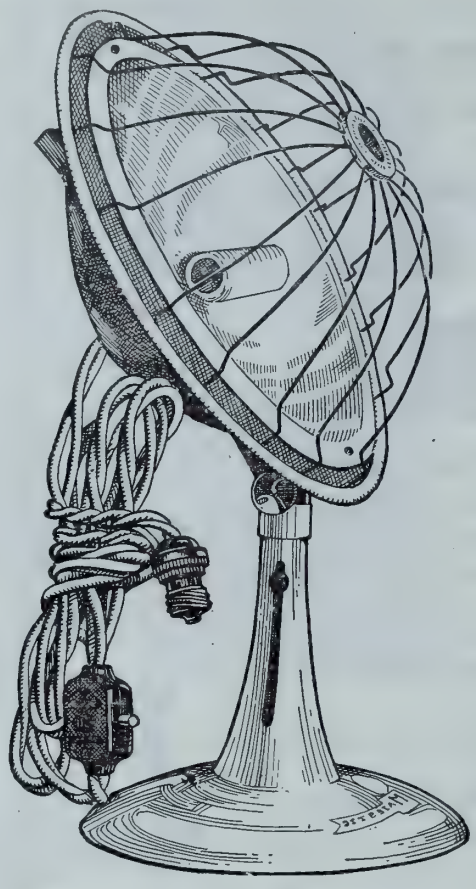
GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, L. C. Meyer, Room 1606, St. James Building, 1133 Broadway (corner 26th St.), Telephone Watkins 5869; Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; Chicago, 405-6 Transportation Bldg., 608 So. Dearborn St., Telephone Wabash 9430.

SUBSCRIPTION PRICE—Canada, $4 a year; Great Britain, South Africa and West Indies, 16s, 6d. a year; United States, $4.50 a year; other countries, $5 a year. Invariably in advance.



"That's What They All Say!"

At a big Electric Shop in one of our largest cities they sell a great many lines of appliances. Just as a test we asked them which was the most popular electric heater. "The Majestic," was the reply.

"Why?"

"Because it is a medium-priced heater, gives more heat to the spot where it is needed and is guaranteed for one year."

You'll find other retailers say the same.

Push the Majestic Heater. Now's the time. The frost is on the pumpkin. It's too early to keep the fires going night and day. Folks need Majestic Electric Heaters.

Make a display of Majestic Heaters in your window and in your store. Talk Majestically, think Majestically, plan Majestically. The chances are good for Majestic business.

The Majestic Heater

The most popular heater on the Canadian market.

Guaranteed for one year—well advertised throughout Canada.

RENFREW ELECTRIC PRODUCTS, LIMITED

Head Office and Works: Renfrew, Ont.

Branches
29 Richmond St. West, TORONTO, ONT.
803 Lindsay Bldg., WINNIPEG, MAN.

The Majestic Heater is manufactured by the makers of

The New Canadian Beauty Electrical Appliances

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol XXXIII OCTOBER 22, 1921. No. 43

Says Stove Prices Will Remain Stable

No Change Before End of this Year at Least, says E. H. Gurney —Frequent Ordering in Small Quantities Can be Carried Too Far—Closer Co-operation Between Retailer and Manufacturer Would Help Solve Current Problems—Much Repairing of Old Stoves and Furnaces Continues

Based on interview of H. L. Southall, of Hardware and Metal with E. H. Gurney, President The Gurney Foundry Co. Ltd., Toronto.

THE IMPORTANCE of the retail merchant as a factor in further aiding or retarding the business development which has already shown signs of improvement, was emphasized by E. H. Gurney, President The Gurney Foundry Company Ltd., Toronto, in discussing with Hardware and Metal various manufacturing and distributing problems particularly in so far as they affect the stove, furnace and general foundry lines in the manufacture of which this firm is engaged.

"Stove pipes will be stable for the balance of this year at least," said Mr. Gurney when questioned as to the possible effect of recent declines on materials entering into the manufacture of stoves, furnaces, etc., such as iron sheets and plates, tinplates, stove bolts, etc. It was pointed out that some stoves now in stock were manufactured partially on material purchased prior to these recent declines though prevailing prices have been taken into consideration in establishing present quotations on stoves to the trade.

Where Retailer Loses

Speaking generally of the stove business Mr. Gurney stated that orders from the trade continue to be forthcoming frequently but for small quantity. This to some extent is regarded as good buying policy under prevailing conditions and has been advocated by many retail authorities, but Mr. Gurney holds that this plan can be carried to excess and result in slowing up the machinery of business to an unnecessary extent. He points to the dangers of allowing retail stocks to dwindle to the point where satisfactory service cannot be given by the retailer to his customer nor by the manufacturer or wholesaler to the retailer. The opinion was expressed that in dealing with stove business retailers should make a study of local needs and prepare for anticipated requirements so as to be sure of getting the maximum amount of local trade.

Dealing with the probable result of the retailer failing to follow this plan, Mr. Gurney pointed out that a customer, if his enquiry for a stove at one hardware store is not taken care of, will invariably go to the competitive store, and if good service is given at the latter store much of the customer's trade is apt to be deflected, apart altogether from the stove trade. Then too many who would be customers for stoves if an adequate stock were kept on hand at all times to meet their requirements, would become buyers of repairs to patch up the old stove or furnace.

Undoubtedly many merchants have taken it for granted that the supposedly hard times in some districts is responsible for so many people desiring to buy repairs. To this merchant Mr. Gurney says, put in a stock and show that you do not think the same way as you imagine the customer thinks and you will soon find that your effort will result favorably. The difficulty is largely a psychological one and certainly the retail merchant should not be the one to initiate a trend of thought toward restriction of necessary purchases when conditions do not warrant it, rather he should be the leader of sentiment toward normal purchasing when he is provided with the supporting facts.

E. HOLT GURNEY

President The Gurney Foundry Co. Ltd., Toronto, who emphasizes the retailer's importance in aiding or restraining normal business conditions.

Ten Orders from Customer in a Week

The extent to which the frequent ordering plan has been carried in certain cases is evident from the fact that one customer of this firm placed ten orders within one week. There has been little ordering ahead of stoves this Fall, and the sorting business now coming in shows little improvement from the standpoint of frequent ordering in small quantities. On the whole Mr. Gurney anticipates an active fall stove trade quite up to the volume of previous seasons but he is of the opinion that an alteration of policy in ordering by the retail trade would greatly facilitate dering in small quantities when by the matters for all concerned. Frequent oranticipation of normal requirements for a short time ahead this troublesome plan could be eliminated, is the cause of greatly increasing costs in many ways, according to Mr. Gurney. For instance it takes more of the retailer's and manufacturer's time handling a number of small orders than one order, and the single order shipped out to a merchant will require higher freight charges than the proportionate charges against the one stove in a large shipment. This tendency to increase over-

(Continued on page 56)

Carload of Oil Heaters! Factory Costs!

TELEPHONE MAIN 7841.

PERFECTION Stove Co.'s high-grade make. They are smokeless, odorless and safe. They will heat a large room and burn for ten hours on a gallon of coal oil. The fixed retail prices of these heaters are $8.75 and $9.75. Simpson's prices Wednesday:

No. 525, black finish, Wednesday 5.75
No. 530, nickel-plated trim, Wednesday 6.75
Perfection Oil Heater Wicks, on carriers. Regularly 60c. Wednesday ..... .49

5.75 and 6.75

Further Cutting of Oil Heater Prices

Other Stores Join Department Store in Toronto in Cutting Prices on Perfection Oil Heaters—Hardware Merchants Say They May Be Forced to Meet Competition Later Rather than Carry Stock Over the Season

A DEPARTMENT store in Toronto still continues to cut prices on Perfection Oil Stoves. An advertisement of this company showing the prices charged for stoves Nos. 525 and 530 was shown in last week's issue of Hardware and Metal. A week later the ad shown on this page appeared from the same firm, It will be noted in the latter case that no secret is made of the fact that retail prices are fixed at prices of $8.75 for No. 525, black finish, and $9.75 for No. 530, nickel plated finish, while the prices quoted are $5.75 and $6.75 respectively, with the wicks on carriers selling for 49 cents as against a regular price of 60 cents.

Another case has come to the attention of Hardware & Metal in which prices on these stoves are being cut. A furniture store located on Queen Street West, Toronto, this week had a window display of Perfection Oil Heaters marked down, according to a window card, from $9.50 to $6.95.

Discussing the matter with certain hardware merchants it was evident that in the cases dealt with no price cutting on these heaters had been attempted as yet, though no secret was made of the fact that the department store price was making it very difficult for them to make sales. One or two merchants stated that if this downtown price cutting continues they may find it necessary to meet the price a little later in the season if it becomes apparent that the stock would have to be carried over until another season.

One merchant interviewed on the subject pointed out that there was an understanding that this unfair condition of affairs would be adjusted but that up until now nothing definite in this direction had been accomplished.

Brenner Firm Kept Secret Account

Large List of Metal Firms in United States and Canada to Whom Defunct Firm of N. Brenner & Co., Toronto, was Indebted—Secret Account of $475,000 kept by Officials

PRELIMINARY evidence as to alleged errors in the books of N. Brenner & Co., Ltd., defunct metal firm of Toronto, Ont., has been adduced at the first Police Court sitting in the trial of Nathan and Meyer Brenner and Gordon I. Blackford, who face eighteen criminal charges involving charges of theft, receiving, conspiracy to defraud, and falsifying and concealing. All three pleaded not guilty.

The fact that the company had operated a secret bank account in which some $475,000 had been deposited and of which absolutely no record had been kept in any of the books of account, was a sensational disclosure.

K. Julian Rahlson, Manager the Nassau Smelting & Refining Co., New York, whose firm had had large dealings with Brenner & Co., denied that his company was indebted to the Brenner concern. On the contrary, he said, the Brenner people were indebted to his organization to the extent of $200,000.

Frederick M. Winter, New York, said the Brenners owed his firm $40,352.

"Then, if there is an entry of $8,183, does your firm owe that?" asked counsel. "No."

Mr. Winter said that, although not all the goods had been delivered, there had been no default.

Specific items detailed were: a cheque for $1,064 from H. P. Winter and Company; a cheque for $627 from H. P. Winter and Company; a cheque from the Pope Metal Company for $3,181.47; a cheque from Clendennan Brothers for $2,250; a cheque from Clendennan Brothers for $3,125; a primissory note for $3,125 with the signature of its maker torn off; a promissory note for $3,125, also with the signature of its maker missing; a cheque for $568.40 from the Columbia Smelter and Refining Company; a cheque for $20,000 from Frankel Brothers; a cheque for $699.92 from the Muller Metals Company; a cheque for $549.70 endorsed in favor of the Brenner Company by Charles Trench and Company; a cheque for $3,625 endorsed to the Brenner Company by Messrs. Spoburg and Conley; a cheque for $15,460 and another for $3,500 drawn in favor of the Brenner Company and endorsed respectively to N. Brenner and L. Rotenberg and Son.

For all these moneys, there was no entry in either the credit book or the bank journal. The folios 55 to 59 inclusive, were missing from the credit book, while the entries between March 10th and April 1st were missing from the bank journal.

The sums involved in the checking operations were but insignificant, however, in comparison with the transactions next described. In the course of events through one of the creditors, the liquidation learned of an account of the N. Brenner Company which was kept in the Imperial Bank, but of which absolutely no trace appeared in the concern's books of record. Upon investigation it was found that a total of $475,000 had been deposited to its credit, and from this sum the expenditure of $230,000 had not been traceable.

Following the recording of this testimony, the hearing was adjourned, to be resumed in a week.

WATCHING WORLD SERIES SCORE OUTSIDE W. H. THORNE & CO., ST. JOHN, N. B.

A very large crowd was attracted daily by the scores of the World Series baseball games, as given by W. H. Thorne & Co., Hardware Merchants of St. John, N. B. This service acts as an excellent advertisement for the store and particularly for its sporting department. Local sport enthusiasts are attracted and they appreciate this sign of interest in current sporting events. They like to deal at a store which reaches their interest in this manner.

Speeding Up the Hardware Turnover

Novel Plans Adopted by Canadian Hardware Merchants to Stimulate Trade this Fall—Value of the Cash Basis Under Prevailing Conditions—Handy Stock Records Reveal What Lines are Most In Demand—A "Half-fare" Week

DETAILS of a number of rather unique selling plans, as adopted by hardware merchants in various parts of Canada, have been secured by Hardware and Metal and are being outlined herewith as suggestions which others may wish to adopt in order to stimulate turnover of hardware at this season.

With the stove and furnace pipe season near at hand, a rather ingenious method of advertising pipes made up from galvanized sheets was employed by G. C. Hunter, Tinsmith of Hamilton, Ont., who constructed the name PIPES from the use of T's, elbows and straight lengths of galvanized pipe. The letters were about three feet in height and were placed on the sidewalk in front of the shop, resting against the show window. Many passers-by were impressed with the novel means employed to remind householders that it was time to have the pipes attended to in their homes.

Successful Change to Cash Basis

It is about four months since Carter Bros., Picton, Ont., went on the cash basis in their hardware business and they report the results exceed their ut-

Unique Opportunities for Fall Hunting Trade

In this seasonable Fall sporting goods display by F. V. Ryan of Dunlop and Co., Ltd., Pembroke, Ont., a den-like effect is given by the figure reclining on the Bruin's hide in the foreground. This was a very large black bear shot by an employee of this hardware firm. The window is said to have proved very effective. The fact that the Cougar (of which the mounted pelt is shown in the background) was shot by the store manager proved of considerable interest to onlookers and indicated the hunting possibilities of the district.

There is every indication of a splendid shooting season this Fall. Besides the rabbit, squirrel and other smaller game that furnish a regular demand, year after year, seasons are again opened for the different birds in provinces where they have been closed in recent years, and the period extended in other provinces. In Nova Scotia and New Brunswick the partridge season is open for a short period this year, also the quail and pheasant season in British Columbia. The chicken season in the prairie provinces has been increased, also of assistance to these provinces is that plenty of water lies in the sloughs which always brings the ducks in good numbers. In the Province of Ontario, two weeks are open shooting for partridge, while ducks are open in all provinces.

most expectations. As the weeks passed, following the introduction of this system, notes were run in the local newspaper to interest the public in the plan. Some of these "locals" were as follows:—

"As the weeks roll by greater and greater grows the success of Carter Bros. new cash system, as last week they waited on 988 customers, an increase of 72 customers over a week of a year ago. And the new customers this new system is constantly bringing to their doors are a source of great gratification to this firm."

"It's really wonderful the success Carter Bros. are meeting with their new cash system. Last Saturday they waited on 369 customers, an increase of 61 over the Saturday of a year ago, which goes to show that the public realize that this firm by selling for cash are able to give lower prices on goods, than firms who sell on a credit basis."

"Last week proved another good week for Carter Bros., for despite the loss of their gasoline trade through the street being closed, yet they waited on 740 customers, a gain of 41 customers over the week of a year ago. That's going some, and then some more."

A stock book of seasonable goods has been introduced to good advantage by J. H. Slater, hardware merchant of Ridgetown, Ont. He purchased a loose leaf book ruled for writing. A line was then ruled making a column for enumerating the goods. In taking the stock the entries were made in lead pencil and purchases entered in red pencil, entering at the head of stock column the date taken. Records are kept on the following; paints, wall finishes, shells (loaded), glass, wire cloth and poultry netting, screen doors and screens, bug destroyers. On paint it is said to be better to arrange items alphabetically. Mr. Slater said it was surprising how little difference there is on sales of each week each year. A year after the season is over Mr. Slater thus has a stock book which tells the tale of purchases, sales and stock on hand.

Four times each year the merchants of St. Catharines hold a "half-fare week." One of these special events is usually held early in the fall and another before Christmas. Each day for a week previous a motor parade is held covering town within a radius of twenty-five mi'es, a different route being taken each day. A kiltie band heads the parade and each is decorated with flags, signs and advertisements telling of the big event.

This campaign is conducted by the Chamber of Commerce and Committees are formed to look after the various plans being used.

All people who come to town during the week whether making a purchase or not, by showing the return stub for railway fare have the equivalent amount refunded to them in cash.

Two offices are to be used in making the fare refunds.

The cost of the campaign is borne by the merchants who are assessed according to the number of salespeople; viz, the man who has six salespeople will pay twice as much as one having only three.

A great increase in sales is claimed through this method and the merchants say it is the cheapest advertising ever used. When the last one was held in the Spring the cost per salesperson was four dollars. The previous one was only a fraction over three dollars per capita.

In addition to this special event the Chamber of Commerce have made arrangements for bus service between St. Catharines and Beamsville. Four trips each day are made and the fare is the same rate as the railroads. To assist in making the bus line a success the Chamber of Commerce gave a bonus of $1000.00 to the bus line owner.

At present the only connection between these two towns is the railway and merchants claim that the people in these towns when going to shop nearly always go the other way, to Hamilton. By the bus service it is hoped to divert most of the expenditures to St. Catharines.

Pow & Wilcox Hardware, Tillsonburg, have adopted the plan of issuing a booklet which folds four times into a size convenient for envelopes. This booklet contains an abstract of Ontario game laws giving the information which hunters desire to have convenient when planning a hunting trip. Advertising of guns, rifles, revolvers, shells, cartridges, hunting coats, gun cases, gun tools, powder and shot, gun oils, hunting knives, flashlights, etc., appear on the outer covers of the leaflet with an invitation for the reader to call and discuss hunting requirements before setting out on the trip in the Fall. This leaflet is sent out to a special list of prospects and otherwise distributed where it will be most effective.

A card system for taking stock every night is employed by W. Duffy, Wingham, Ont. A bill is given with every article sold in the store, a duplicate of this bill being retained and checked up at night with cards which show the exact standing of the stock. When shipments are received they are credited on the card and when stock is sold, the entry is taken from the duplicate bill and indicated on the card which is then balanced. With a little tabulation the exact standing of the stock can be ascertained at short notice. This system provides information which influences the purchasing when a salesman calls and has been found very helpful in this connection.

Preparing for Thanksgiving

The tinted leaves of Fall bring recollections of happy Thanksgiving gatherings of former years, and may be used to advantage in a display of carving sets, casseroles, silverware, kitchen utensils, etc., to be used in connection with the seasonal festivities. This display by the Bond Hardware Co., Guelph, Ont., offers some suggestion for a timely arrangement of such lines.

Show Cards for Fall Hardware Sales

Small, Neatly-lettered Show Cards for Both Store and Window Displays Effective in Aiding Fall Sales of Hardware—Kept Seasonable and Changed Quickly—Attractive Show Cards Improve Tone of Store and Window Displays

THE show card writer, whether he is a window trimmer or not, can do a great deal in encouraging the trimming of better merchandise displays by making showcards of such a dainty nature as to compel the trimmer to make better displays in order to be in keeping with the cards. In fact, better card writing in the interior, as well as the windows, encourages the better displaying of the merchandise on the counters.

It works vice versa. If the cards are inclined to be poorly made the window trimmer can make his displays show up the poor card so that it is absolutely necessary for better cards to be made.

Use Small Cards

The modern method of display demands small cards. Hardware can be displayed in a very neat and attractive manner in windows with small suitably worded cards. The small cards may be used in a prominent position in the display so that they may be easily read by the customer.

When you look at it in a common sense way it stands to reason that the small card is better than a larger one. The smaller card takes up less room in the display, therefore, you have more room to show the merchandise.

Is Easily Read

The smaller card when lettered neatly, can be as easily read when close up as the large card. Clerks never shout at the customer, so why should a heavily printed large card be used in a good display? The small show card was first introduced by the department stores on this continent and has become quite the rule. In fact, large cards for good displays are uncommon and are often looked upon as more or less cheap.

The large stores select a rather small card with a design suitable for the season of the year it is to be used, and carry that card all through their windows. Then when a change to another variety is made it is all done in a day. Uniformity is the idea and it can be done in hardware or other trades as well. The small card has a great advantage over the larger one because it can be carried out in the windows and interior of the store very quickly on account of so few cards being required.

Are Very Attractive

Small cards for Fall hardware lines should be in colorings for Fall hues. Designs should be of a conventional order, and illustrations of Fall flowers might be used to good advantage. The shades to use are red, orange, light brown, blue and white, all in opaque colors. These are only a few of the combinations which might be used to produce effective results.

The colors may be changed around so as to get a variety of effects but still have the same design. If the cards of one design are desired, make an outline drawing in pencil on a piece of tough paper first. This may be used with the aid of tracing paper to draw as many as desired very quickly. The placing of the opaque colors is a simple matter after the layout is marked out.

The purpose of this article is not to dwell upon the "whys and wherefores," or the reasons for the wide-spread use of the show card, but to present in as clear and simplified a manner as possible the methods and means employed by the present-day card-writer.

Persistent Practice Needed

Of course, it will readily be understood that the ability to make a snappy, clean-cut display card is not acquired overnight or in two or three weeks, but by careful and persistent practice of the alphabets presented with this article, the student will be able in a reasonably short time to turn out good sales-promoting cards.

Naturally, the first question asked by the beginner is "What kind of brushes, pens and colors shall I use?" Fortunately the materials needed for show cards are few and you should procure only the best and proper tools for this work. Although the brushes recommended may cost a little more than other cheaper varieties, you will find that, like everything else, the best is the cheapest in the end, producing better results in every way.

The following is a list of materials which will be found all that is required for the production of any every-day style of card needed.

Three (Devoe's or Bissell's) red sable show card brushes, Nos. 10, 12 and 16.

One set (5) of Style "B" Speedball Pens, assorted.

One (only) Esterbrook Lettering Pen (largest size.)

Three 2-ounce jars Devoe's Show Card Color (Black, white and Light Red.)

One small bottle Higgins' Black India Ink.

One Art-Gum.

One Straight Ruler.

It may surprise you to note that only three brushes are mentioned in the

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News of Western Canada

Increased Hardware Turnover in B.C.

Some Hardware Merchants Report 25 Per Cent. Increased Turnover Despite Falling Prices—Improved Delivery from the East

VANCOUVER, B. C.—Hardware business is good and retailers say that collections are in a very satisfactory state. Building hardware is moving out steadily due to building activity in Point Grey, chiefly.

In anticipation of the duck and pheasant season merchants report a much heavier demand for shells, the prices of which are about ten cents a box cheaper that when the hunters took to the fields and dykes this time last year. There has also been a good outward movement of coats, waders and other shooting essentials. Guns, however, are moving slowly at usual prices.

In heavier hardware there is a distinct improvement in the sales of stoves and furnaces. Stocks are reported low in retailers' hands. Prices have dropped twice within the last nine months and quotations are today about fifteen to twenty per cent. less than this time last year. Okanagan and Crow's Nest districts are buying a little heavier than usual due to the advent of cooler weather and on the coast sales are reported to be on a very satisfactory basis. Deliveries are much more regular than was the case in 1920 and the quality of goods in most lines shows a steady improvement.

The closing down of the salmon canneries and the more or less spasmodic activity in logging and construction camps has caused a slowing up in demand for heavier hardware lines and repair parts; but an improvement is anticipated early in the year.

In the wholesale and jobbing trade, the situation is different. Inactivity in the logging and shingle camps is having its effect on the wholesalers who show declines up to a third over a year ago. Up-country trade is fair while in the Okanagan and along the main line of the C.P.R. as far as Revelstoke, a good volume of business is being done. Collections are being made in a very satisfactory manner but the credit departments are keeping a close watch on all accounts, the firms benefiting greatly by their experience of the boom days of 1910-11.

Due to the heavy building operations being carried on in Vancouver and particularly the surrounding district of Point Grey Municipality, building hardware is moving out well and at gradually lowering prices. Deliveries from the eastern factories are coming along in good time, being greatly improved over last year at this time.

Several price changes of consequence have been effected on the coast. Nails, have dropped ten cents a keg. Cotton goods such as sash cords, twines, etc., have been advanced ten cents in keeping with the stronger tone in the primary cotton market.

Sash weights are off 50 cents, a hundred pounds being now quoted at $3.50. All lines of drills are down ten per cent. Flat tableware, the product of the Oneida Community Co., of Niagara Falls, is off a range of from ten to twenty per cent.

There has been a distinct improvement of deliveries of Old Country cutlery and the grade is up to pre-war standard. Prices are being gradually lowered. German cutlery is also entering this market but jobbers are experiencing considerable difficulty in having their orders filled according to stipulation. The manufacturers send along all of one size before filling any part of the balance of an order which occasions much delay. The cost is said to be much higher than the pre-war figure.

BETTER SERVICE FOR WESTERN READERS

Western Canada readers, will be interested in the fact that Hardware and Metal has made arrangements for a complete weekly serviec of B. C. news of the hardware trade, comment of leading hardware authorities on current topics and regular market service giving price tendencies and changes. This service commences with this is ue and will be gradually enlarged in scope. The co-operation of Western hardware merchants is asked in making this section as interesting and complete each week as possible. Any news items or notes concerning business methods, enquiries on trade subjects etc. will be appreciated by The Editor. This is another extension of the Western Canada News service in Hardware and Metal, which, since its inception two years ago, has been much appreciated by Western readers.

ELECTRICAL DEVELOPMENT IN B. C.

Vancouver, B. C.—Hydro-electric power was the chief topic discussed at the first annual dinner of the British Columbia Electrical Co-operative Association. The principal speaker, Dean S. I. Miller of the Faculty of Commerce in the University of Washington and secretary-manager of the Northwest Electric Service League, stated that the Pacific Coast States and British Columbia possessed fifty per cent. of the hydro-electric power of North America and only about five per cent. of this power had been developed. With the petroleum supply of the United States at an end in ten years, electric power would increase a hundred fold.

HARDWARE MERCHANTS FAVORING BONUS METHODS

Vancouver, B. C.—Officials of the National Cash Register Company in the persons of F. B. Patterson, president, A. E. McLean, Canadian manager and C. E. Steffey, sales manager, were here this week in the course of a trip of inspection of American and Canadian branches winding up at Winnipeg where a national convention of agents has been called.

Mr. McLean stated that business in Canada was on a much more healthy basis than formerly as indicated by the manner in which payments were being met. He said merchants were showing a decided tendency to use the bonus and profit-sharing methods with their employees which resulted in greater volume of trade and profits.

B. C. MERCHANTS' REPRESENTATIVE TO MEET TIRE MANUFACTURERS

At a meeting of the Automotive Section of the Retail Merchants Association of Vancouver, it was decided to name a delegate to represent British Columbia upon the Dominion Committee which will shortly meet in the east with tire manufacturers in an endeavor to secure a more satisfactory method of distribution in Canada. H. B. Neilsen of the Auto Supply Co. was named as the representative from the coast. His name has been forwarded to the Dominion Executive Council of the R. M. A. at Ottawa.

P. J. Sutherland Honored by Banquet

Retiring Assistant General Manager of Winnipeg Retail Store of J. H. Ashdown Hardware Co., Honored by Colleagues on Leaving To Join His Brother in Brokerage Business

WINNIPEG, Man. — Percy J. Sutherland was given a farewell dinner at the Assiniboine club by the officials and his colleagues of the retail store of the J. H. Ashdown Co., Ltd., Hardware, upon the occasion of his retirement from the post of assistant-general manager of the store. Mr. Sutherland has held that position four years, having previously been a department manager for eight years; and he is now joining in a partnership in a wholesale hardware brokerage with his brother, Russell R. Sutherland, who, himself, was for eight years in the Ashdown service before going overseas.

The kindest sentiments were expressed at the dinner, voicing the deep regret felt at the departure of Mr. Sutherland from the service of the company, and the high esteem in which he has been held by all his colleagues. W. J. Illsey, general manager of the store, presided. He enlarged upon the prospects for young men in the west. They are, he believes, as good today for the capable young man branching out for himself as ever they have been. William G. Link-later was toastmaster for the occasion, the arrangements for which had been made by C. H. Smith, the company's advertising manager, now promoted to the assistant-general managership relinquished by Mr. Sutherland, also by H. W. Hancock, of the city sales department and Chester McClelland, manager the Contract Department. Mr. Sutherland made fitting reply to the various addresses.

PERCY J. SUTHERLAND

Who after four years as assistant general manager of the Winnipeg retail store of the J. H. Ashdown Hardware Co. has resigned to join his brother Russell in the wholesale hardware brokerage, in Winnipeg.

The eloquent terms in which the friendship engendered by officials and colleagues of the company for Mr. Sutherland received their tangible expression in the presentation of a perfectly fitted wardrobe trunk, so complete in its appointments that it even anticipated the golfer's requirements.

Conditions in Alberta Are Good

Mr. and Mrs. P. Gordon have returned to Vancouver from an extended automobile trip to Alberta. Mr. Gordon is president of Fletts Limited, hardware merchants, and spent his holiday in a combined business and pleasure trip to Alberta.

Mr. and Mrs. Flett motored to Seattle and Spokane, and then north to Cranbrook, B. C. From here they went east to Frank, Alberta, then to Fort Saskatchewan and the old Hudson Bay post of North Alberta. The motorists visited Edmonton, Red Deer and a large number of other Alberta cities, later proceeding into Washington and then back into B. C. through the Okanagan Valley to Penticton.

Mr. Gordon declared that conditions in Alberta were very fair. The crops were good, and the coal mines were working full time. He found much dissatisfaction among the people south of the border in regard to taxation burdens. The United States government has been increasing the tax burden rapidly during the past few years, and the people are begining to feel the pinch.

Mr. Gordon was charmed with the Okanagan. He reports that the fruit crops this year are excellent, and that record shipments are being made from all parts of the valley.

NEW ASSISTANT MANAGER OF J. H. ASHDOWN RETAIL STORE, WINNIPEG

Winnipeg.—Charles H. Smith, who has been with the J. H. Ashdown hardware Co., Ltd., for 9 years has been appointed assistant manager of the retail store at Winnipeg. Mr. Smith spent the last seven years in Winnipeg as advertising manager and he will still look after advertising besides attending to his new duties as assistant.

C. V. DAVIS WINNIPEG DISTRICT SALES MANAGER FOR SOLEX COMPANY

Winnipeg.—C. V. Davis, has been appointed district sales manager for the Solex Company, Ltd., Winnipeg. Mr. Davis was formerly with the McClary Manufacturing Company and had spent 15 years with that firm. He spent about 5 years in London, Ontario, and the last 10 years with a firm in Winnipeg. He was in charge of the Advertising and Publicity Department and is well known to the trade in Western Canada.

WESTERN CANADA NOTES

Minnedosa, Man.—S. B. Andrews, hardware merchant, has sold out.

Winnipeg, Man.:—Chas. Iodman, hardware, has sold out his Osborne street store and is continuing the Main Street store only.

Vancouver, B. C.—Application has been made to the court for permission to change the name of Cash Register and Sales Service, Ltd., to Sanders and Gibb, Ltd.

Vancouver, B. C.—W. A. Akhurst, local manager of Canadian Fairbanks Morse Co., has returned to the city after a two weeks business trip to the mining camps of Hyder, Alaska, Stewart and other points along the Portland Canal.

Winnipeg.—J. E. Pelletier, manager of the Solex Company Ltd., Montreal, was in Winnipeg last week on a business trip to the firm's branch office and has appointed C. V. Davis as district sales manager.

NEW MATCH COMPANY

The Maguire, Paterson and Palmer Company of Canada, which manufactures matches in England, Ireland and Canada, and the Diamond Match Company of the United States, together with Bryant and Mays, Limited, of Great Britain, and the British Colonies, have joined with prominent Canadian capitalists and matchmakers in the foundation of a new Canadian match company.

LARGE RAIL ORDER FOR ALGOMA STEEL

Algoma Steel Corporation is in receipt of an order for 32,000 tons of steel rails for the Canadian Pacific Railway. Some weeks ago the same corporation received an order for 25,000 tons from the C. P. R. With these orders the Algoma Steel plant at Sault Ste. Marie will be kept busy at capacity, probably until the end of the year or longer. The industrial outlook at Sault Ste. Marie is now considered much brighter.

PERSONAL

C. P. Knight formerly with Rowland and Campbell of Winnipeg known to the Western trade as distributors of wheeled goods has joined the staff of Meriden Brittania Co., Hamilton, as Western representative with headquarters at Winnipeg.

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Montreal TORONTO Winnipeg

SATURDAY, OCTOBER 22, 1921

SOME MERCHANTS have been approached by salesmen to enter into contract for electric flashing signs for window and store display, the merchant to operate for certain periods each day the sign furnished by the company for which he receives one or two dollars a month for each sign. The merchant has been led to believe that sign display cards for any nationally advertised commodity could be secured, but investigation shows that few if any national advertisers have agreed to furnish such advertising material. Some difficulty has also been experienced with the electric signs. The Vigilance Committee, Associated Advertising Clubs of the World, suggest that merchants verify the existence of agreements between sign companies and national advertisers before entering into service contracts.

MANY accidents to commercial motor vehicles gives increased emphasis to a certain regulation about which many merchants handling auto accessories should be advised. There is a clause in the Ontario Motor Vehicles Act which states "Every motor vehicle used for commercial purposes shall be equipped with a mirror securely attached to it and placed in such a position as to afford the driver of such vehicle, while driving, or operating the vehicle, a clear view of the roadway in the rear or of any vehicle approaching from the rear." Merchants will find this is a point on which many owners of such vehicles are very ignorant.

INCREASED industrial activity has been reported from many centres recently, but perhaps the best indication of the extent of this activity is the considerable decrease in unemployment among the artisan class. The index number of the Department of Labor covering unemployment for the past two weeks was 89.6 compared with 108.1 at this time a year ago. The aggregate payroll of 5240 firms accounted for 669,000 persons for the past two weeks, compared with 660,274 for the previous two weeks. This is an encouraging sign.

May Be A Lesson To Learn

ON ANOTHER page of this issue will be found an article showing that in spite of the business depression of the past year, the volume of sales of the chain stores is likely to show an increase over that of 1920. Up until last month the figures for the two years are practically the same and the best part of the year is still to come.

This means that whereas retail business in general has suffered a decrease in receipts of, say, 25 per cent. and in some cases even more, the large chain stores mentioned have captured a considerable amount of trade which under ordinary circumstances would have gone elsewhere.

We will not at the present juncture venture to draw any deductions from these facts, but we commend them to the careful consideration of every retail merchant.

Not only chain stores, but many individual merchants in various parts of Canada are keeping up to, or improving upon their last year's figures. This is only done by keenly going after business and not being content to accept dull times as a disease for which there is no remedy. We would therefore urge every retail merchant to examine well his methods of doing business, to see if there is room for improvement and whether by vigorously seeking fresh outlets for his goods, he can take advantage of the facilities which enable chain stores to report an increase in volume of trade under prevailing conditions.

Industrial Conditions Abroad

WHILE more optimistic sentiment will reflect in improved business conditions in Canada, inasmuch as the prevailing condition is thought to be partially psychological, yet it is unlikely that fundamental improvement on a broad scale will take place before world conditions improve. For this reason industrial leaders in Canada are giving close attention to developments in the markets abroad, with a view to establishing what may subsequently develop here as a reflection of those conditions. In the hardware and allied trades there are some interesting developments in European and Asiatic countries at present which are worth a survey for the purpose indicated.

The tone in Belgian industry is recently optimistic owing to increased activity. Price of pig iron semi-finished products advanced 25 francs in September. This industry is somewhat handicapped with strikes at present. Window glass stocks cover only three weeks of normal demand and several plants are about to reopen. Construction work in Czecho-Slovakia has resulted in placing of considerable orders for oil and petroleum, flat iron and iron sheets. German industry in many lines is said to be active though there is some concern over the fact that the boom does not so much indicate economic recovery as it shows the result of the depreciation of the mark. Certain industries are hampered by inadequate deliveries of high grade coal and the lack of freight cars, but there has been a decrease in unemployment. Wage increases of from 10 to 30 per cent. in many industries indicate that even the German worker is not forever content with small wages. Britain's foreign trade for September shows a decrease of over five million dollars in imports and an increase of twenty million dollars in exports. This has been reflected in a rise in exchange. Iron and steel conditions in Britain encourage optimism; 70 blast furnaces are operating, the highest number since February. Coal output has speeded up. Unemployment conditions are not materially improved as yet. Italian industry shows little change. Government revenues increased over 1920, and there has been considerable new capital invested in industries during the first six months of 1921. In Japan the steel manufacturers anticipate a revival this month. Stocks of iron and steel in warehouses at the beginning of this year were very large and have now diminished considerably. Price concessions were necessary to move this stock. Japanese prices of steel commodities are thought to have reached bottom and will be influenced for a time by German quotations.

Events in the Trade

BUSINESS CHANGES

Montreal:—J. M. Daoust, Ltd., hardware, has dissolved.

Toronto, Ont.—Louis Wainer, hardware, has sold to Albert R. Hamilton.

FIRE LOSS

Preston, Ont.—The plant of E. B. Salyerds, hockey stick manufacturer, was destroyed by fire. The loss is estimated at about $30,000, partly covered by insurance. Five thousand dollars' worth of hockey sticks, almost finished, were destroyed.

Bridgeburg, Ont. — Fire completely destroyed the Buffalo Specialty Company's plant at Bridgeburg, Ont. The flames at one time menaced the entire town. The total loss is estimated at $75,000. The company manufactured liquid veneer for Canadian distribution. Many persons were thrown out of work because of the fire.

OBITUARY

Theophile L'Esperance, head shipper of Lewis Bros., Limited, Montreal, died at the General Hospital this week. Mr. L'Esperance joined the above firm nine years ago, and in this time has risen from a shipper to the head of his department.

PERSONAL

Col. Robert Starke has been recently added to the board of directors of Argonaut Gold, Limited.

S. White of the Joseph Gundry Co., Ltd., Bridgeport, England, and Thomas Tulley, American representative, called on the Montreal trade this week.

Among those calling on the Montreal wholesale houses this week were: H. M. Patterson and Jas. Preston of Stratford Brass Co., Ltd., and C. S. Lasher of American Ring Co., New York city.

B. A. Taylor, Sales Manager for Sumner Company, Limited, Moncton, N. B., has returned from a two weeks visit to the manufacturing centres of Upper Canada.

Archie Wright, who for the past 27 years has been an employee of Clare Bros. and Co., has gone to Toronto where he has secured a position as factory inspector under the Provincial Government. It is expected that Mr. Wright will first make an inspection of all polishing shops in Ontario to see that the working conditions are in accordance with the laws of the province.

RECEIVES HARDWARE CONTRACT

Hamilton, Ont. — Brown Hardware Ltd., received the hardware contract for separate school costing $55,000.

OPENS IN ANOTHER FACTORY

Preston, Ont.—The only idle manufacturing plant here, that of the Canadian Machinery Corporation, is to be occupied, E. B. Salyerds, whose hockey stick and brush factory was destroyed last week, having secured a lease of the building, in which to immediately resume operations.

IMPERIAL STEEL & WIRE PLANT COMMENCING

Collingwood, Ont.—Col. Currie stated this week that it was expected the Imperial Steel & Wire Company's mills would commence operations immediately. Citizens and friends from all over the country were invited to inspect the plant.

CONGRATULATIONS FOR SHOOTING PROWESS

Kingston, Ont.—Claude Bowman hardware merchant of Ogdensburg, is receiving congratulations on his having shot an Albino buck weighing 130 pounds, in the Star Lake region last Saturday. It will be mounted and placed on exhibition.

NEW FIRM FOR SHERBROOKE

Sherbrooke, Ont.—Before the end of another year another large industry is expected to be established in Sherbrooke. The Eastern Townships Smelting and Refining Co., which has been incorporated with a capitalization of $2,000,000, has obtained options on some desirable sites and operations are expected to be started in the near future. Arrangements have been made for the smelters to handle the output of several of the largest producing properties in the West, special attention being paid to copper and asbestos.

HARDWARE MERCHANT VICTIMIZED

Kingston, Ont.—Mr. Fawcett, hardware merchant, Tweed, Ont., was victimized to the extent of $26 by a cheque artist. The party gave his name as Mr. Robins, and purchased goods to the amount of $124, in payment or which he gave a cheque for $150, intimating that he desired the change to make some other purchases. He was given $26 in change. The cheque signed by R. J. Rawlins proved to be bogus.

BIG STEEL RAILS ORDER GOES TO SYDNEY MILLS

Sydney, N. S.—A contract for the manufacture of 20,000 tons of steel rails at the Sydney mills has been assigned by the Dominion Steel Corporation and the management of the Canadian National Railways, it is learned here. The order will keep the steel plant going for nearly two months.

MAKING ACE CHAINS IN HAMILTON

Ace Chain Limited manufacturers of auto chains and other automotive equipment are now located in Hamilton and will shortly manufacture and distribute the genuine Ace Non-Skid Auto Chain. The genuine Ace Chain has not been put on the Canadian Market heretofore but has been in use in the United States for the past three years. Ace Chain Limited, Hamilton, are affiliated with the Ace Chain Corp. New York. W. Q. Sigsbee is the Canadian Manager.

GURNEY FOUNDRY CO. NOT MOVING HEAD OFFICE TO MONTREAL

In conversation with Hardware and Metal, E. H. Gurney, President of The Gurney Foundry Co., Ltd., Toronto, denied reports which have appeared in the daily newspapers to the effect that the company had removed its headquarters to Montreal. Mr. Gurney explained that two-thirds of the activities of this company were being carried on in Toronto, though extensions had been made in the Montreal plant, and he gave assurance that the head office would continue to be in Toronto.

NO LOWER PRICES ON MOST ENGLISH FIRE ARMS

Montreal.—"From all indications at present, there is little likelihood of lower prices on our arms for next year," said F. E. Fraser of Fraser Company, Montreal, Canadian representatives of the B. S. A. Guns Ltd., Birmingham, England to Hardware & Metal.

Mr. Fraser stated that recent advices received from England went to show that the 12 gauge shot gun and the Canadian pattern sporting rifle were being turned out at the lowest possible price taking into consideration the present cost of labor and raw materials. The factory were, however, able to make a considerable reduction in the price of the air rifle and Martini target model for next year.

W. Walker & Son, Ltd. Entertain Visitors

W. Walker & Son Limited, Toronto, hardware wholesalers, this week held a pleasant evening for their many local distributors of Areo Products and Owl Roofing. The Assembly was held in the Alcorin street offices which were suitably decorated and provision made to entertain a generous turnout.

The main office was comfortably filled and the entertainment was most enjoyable.

Unlike similar gatherings where speeches are the order of the day the time flew on wings for the speeches were short and snappy. The music supplied by a local Hawaiian orchestra was splendid and the other local talent which was received with much applause was supplied by members of the Owl Club, the social end of the Walker organization, and other members of the hardware trade.

During the evening the following speakers addressed the meeting:

Mr. Todd of Stewart & Foster, Toronto, on Bonton Metal Polish;

Mr. Miller of Booth, Coulter Copper & Brass Co., Toronto, on Fire Extinguishers;

Mr. Coates of Henry Disston & Sons, Ltd., Toronto, on the saw situation;

Mr. Welch of Canadian National Carbon Co., Toronto, on Flashlight and Batteries;

E. A. Smith of Beaver Board Co., on merchandising and the Walker organiation;

Mr. Walsh, manager of the North Toronto branch of the Dominion Bank, on collections;

Mr. Maclaughlin, advertising manager of W. Walker & Son, on co-operation;

Mr. Manton of Manton Bros., Toronto, on Creosote Shingle Stains;

D. R. Fowler of Canada Foundries and Forgings Ltd., Brockville, on the making of a hammer and an axe;

Frederick Moore of Benjamin Moore Co., Toronto, on Areo Paint;

Bert Walker of W. Walker & Son Ltd., on dealer co-operation;

Mr. Potter of Consumers Cordage, on cordage.

J. J. Ryley of Flint Varnish Co., Toronto, on Paints and Varnishes;

The main theme throughout the speeches was "Buy Made in Canada Goods." The evening closed with Sing songs and refreshments.

BUSINESS GOOD IN BUILDERS' SUPPLIES

Moncton, N. B.—With the building permits for the year to September 30th, amounting to nearly $650,000.00 and more in prospect this season before the snow flies, business in the line of building material has been good in this city. Not only has this had a stimulating effect on the trade in such lines as cement, nails, building paper, roofing and builders hardware, but the sale of mason's and carpenter's tools has been good as a consequence of the number of workmen employed. This is the eighth consecutive year in which building operations have been carried on here on a large scale.

DISTRIBUTES ADVERTISING MATTER FROM THE AIR

Moncton, N. B.—On a recent afternoon hundreds of leaflets fluttered down from the sky and found their way into the hands of surprised citizens. They were advertisements for various well known lines of Household Labor Saving Devices sold by Sumner Co., Ltd., and were being thrown from an areoplane 1,000 ft. above. They told the good points of Ranges and Furnaces, Electric Sweepers, Washing Machines, etc. The plane did a double loop over the Company's Store on Main Street.

ONTARIO WILL NOT ENTER THE CEMENT BUSINESS

Headed by Mayor Patterson, a deputation of Owen Sound Aldermen and business men waited upon Hon. F. C. Biggs, Minister of Public Works and Highways, at the Parliament Buildings, Toronto, and received assurances which will result in the establishment of a $4,000,000 cement plant in Owen Sound.

The assurance they sought and received was that the Government had definitely abandoned the proposal of going into the cement manufacture, and would not set up a competitive Provincial industry so long as cement prices remained reasonable.

REDUCE WAGE SCALE OF METAL WORKERS

Another wage reduction said to be necessary to meet conditions confronting the industry, has been recommended by the Canadian Founders and Metal Trades Association, Continental Life Building, to members of the association in Toronto and the vicinity.

The circular to members of the association containing the decision of the meeting and the wage rates is as follows:

"It is understood that these recommendations are solely made for the purpose of establishing uniform conditions in the various plants, and their application to individual employees is left to the judgment of each employer, who will undoubtedly recognize the wisdom and the benefit to all of the adoption tion the exact standing of the stock of such a schedule.

SHOW CARDS FOR FALL HARDWARE SALES

Continued from page 37

above list of materials, but it has been found in actual experience that these brush sizes are quite sufficient when used in combination with the speed-ball pens, which are, by the way, the greatest little time-savers now in use for card lettering.

Always at Your Service

Devoe's or Bissel's brushes are, thought to be, best suited for general card purposes. They are made of the finest red sable and are numbered according to size or width of stroke, as previously mentioned. You will find that Nos. 10, 12 and 16 are the most suitable to start operations with. These brushes can be obtained from any artist's supply house.

Your outfit is not complete without a set of speed-ball pens; these pens are made in five sizes and are fitted with an ink retainer which permits a steady flow of ink to the lettering surface. They are very easy to manipulate and are used almost exclusively by professional card-writers for the smaller lettering; they work best when used with India ink. For price tickets and small cards it is advisable to use the speed-ball in preference to the brush. It will be found in most cases to work easier and faster than the brush and you will also require less practice to become proficient with the speed-ball pen by reason of the adaptable design of its lettering point, which automatically produces clean-cut strokes of even width with rounded terminals.

To be Continued

SOME SEASONABLE SHOW CARD SUGGESTIONS

Are you going hunting this Fall? We have everything you will need. Come in and let us supply you from our big stock.

One of these electric heaters will chase the chills and keep you comfortable these cool evenings.

Let us show you how our washing machines will save half your time and all the heavy, hard work.

Now is the time to finish up your painting. We carry a complete stock and will be glad to give you expert advice.

One of these stoves will give you years of real service and all-round satisfaction. Come in and let us tell you about them.

For a real bargain in enamel ware you can't beat this.

Our stock of auto accessories is complete and our experience is at your service.

Your wife would enjoy using one of these electric irons.

Our new steel ranges are beauties. Let us demonstrate how they will save you money.

Seeing is believing. Can you beat this aluminum ware for price or quality.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

BOTH advances and recessions again feature prices in the current hardware markets. Reductions are announced this week on numerous lines for spring booking, these revisions including hay knives; the Canadian make of grass hooks; scythes; and harvest tools. Further price reductions are given on compression goods, this change affecting the standard flat way stop and waste cocks; the round way type in those products, and also Webber gate valves. Another decline is noted on carpenter's wrecking bars; malleable clevises are reduced and new prices appear on ship spikes, and linseed oil.

The increased quotations are generally a direct reflection of the recent strength of the oil markets, and an upward trend is recorded in gasoline, coal oil, and fuel oil. Lubricating oils and greases, as yet, remain unchanged. Lamp wick quotations have also registered a rise of approximately 12½ per cent.

The primary steel markets are maintaining increased activity, with galvanized sheets continuing strong. Domestic quotations are firm and unchanged. The recent gains in ingot copper and copper products, have eased slightly; while the improvement in other metal markets has proved of a temporary nature. Scrap metals are slightly firmer, with a better outlook.

Industry in several lines has registered some improvement, this betterment being generally based on fundamentally sound principles of liquidated costs, coupled with a brisker demand. Iron and steel are among the industries to feel the impulse of brighter conditions.

MONTREAL MARKETS

MONTREAL, October 20.—The centre of attraction in the current markets this week is the lower prices announced on spring booking lines. Harvest tools and screen doors have been lowered in price. The discount on harvest tools has been changed to 60 per cent. off list prices, thus offering a reduction of approximately 10 per cent. Screen doors are recorded with a reduction of from 20 to 25 per cent. on the various lines. Malleable clevises and tape lines also show a decline in prices. The outstanding advance in quotations is on coal oil and gasoline, both showing a price increase of 1½ cents.

The situation in the copper market is a little changed this week. The recent rapid rise does not hold, and an easier tendency is reported. Sheets, rods and tubing prices remain unchanged, however, for the present. Locally, both sheets and bar iron continue at former prices, notwithstanding another increase at the mills of $5.00 per ton, and advances on other markets. The market is, however, very firm and changes are thought likely to take place within a very short time. Ingot metals do not show a continuance of the improvement of last week, although the market is by no means dull.

NEW PRICES ON SHIP SPIKES

Montreal.

New prices are given on ship or pressed spikes this week, following being present base prices: ⅝ dia. and larger, $5.00, ¼ and 5-16 in. dia., $5.50.

HARVEST TOOLS NOW 60 PER CENT. OFF

Montreal.

Harvest tools will now cost less, a reduction of approximately 10 per cent being announced. These are now quoted at 60 per cent off list prices, formerly being less 50 and 10 per cent. Scythes and grass hooks are also reduced, but snaths and scythe stones are practically unchanged.

REDUCTION IN TAPE LINES

Montreal

Both linen and steel tape lines will now cost less, a reduction of from 5 to 7½ per cent having been made in both lines.

NEW SCREEN DOOR PRICES ARE CONSIDERABLY LOWER

Montreal.

Of special interest to those placing booked orders for next season's screen doors is the announcement of a substantial reduction in prices from last year's quotations. The decline covering the various patterns and grades amounts to between 20 and 25 per cent.

COAL OIL ADVANCES 1½ CENTS PER GALLON

Montreal

Following a firmer tone in the oil market in general, coal oil is advanced 1½ cents per imperial gallon, and will now sell for 21 cents per gallon.

FEWER SALES OF CORRUGATED SHEETS

Montreal.

With the approach of the Fall weather, the movement of corrugated sheets is now stated to have fallen off somewhat in the past week or so. The sales of these sheets have been more or less irregular all season, and some dealers are of the opinion that much business is still to be had with the continuance of open weather. Quotations are held unchanged, but are somewhat firmer owing to the improvement in the plain sheet market. Following are list prices and discount:

Corrugated.—

No. 28 gauge	7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

MALLEABLE CLEVISES ARE REDUCED IN PRICE

Montreal.

New lower prices are quoted on malleable clevises. The regular will now sell for 15 cents a pound, plow clevises 22 cents per pound.

OILS AND GREASES HOLD UNCHANGED IN PRICE

Montreal

Notwithstanding a flurry in the oil situation, with the resultant higher prices announced on coal oil and gasoline, lubricating oils and greases are as yet unchanged locally. There is undoubtedly a firm undertone in the market and higher prices would seem imminent, but to some dealers the future trend of these products is yet doubtful.

REACTION IN TONE ON PRIMARY COPPER MARKET

Montreal.

The recent heavier buying movement, followed by a stiffening in the general tone of the copper market, did not maintain the gains made in quotations through the week, and the tendency is not of the strong nature that prevailed last week. This reaction is not unexpected, the advance being so rapid that the health of the market was questionable. It is not anticipated, however, that the market will again recede to its former dullness and low quotations, but the present condition is considered only temporary and the market may again become in a much better situation, having benefited by the existing falling off. Quotations on sheets, bars and tubing are unchanged, holding at the revision of last week, as follows:

BRASS—	Base.
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	

COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier lb.	0 32
Plain tinned, 16 oz. and heavier, lb.	0 38
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

STEADY MARKET LOOKED FOR ON RANGE BOILERS

Montreal.

With the higher prices on range boilers now the selling basis, a steady market is expected to prevail on these for some time now. It was at first thought by some that the new quotations announced two weeks ago were somewhat higher than was warranted, when previous quotations were considered. However, with the recent firming in the sheet markets, those prices are considred well in line with productive costs. Also, former prices were the result of continued price-cutting among the various dealers. Sales of boilers at present are only fair, and almost entirely of the standard size. Present quotations are as follows:

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
52 gallon	21 00	26 00
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

SHEET PRICES STILL HOLD: HIGHER LEVELS IMMINENT

Montreal.

Although the undertone of the market on sheets continues very firm, prices locally remain unchanged. It is expected however, that a change to higher levels will be made within the next few days. This was anticipated last week, but local warehouses were awaiting the action of the mills, who announce another advance in sheet prices of $5.00 per ton.

With these higher quotations now ruling at the mills, it is noted that stocks are not heavy because of the attitude of buyers in their purchases all season. English sheets, tinplate and Canada plate are also now affected by the gains in Sterling exchange. While prices on the other side have been favorable for importing in competition with the American products this season, it is now felt the advance in exchange rates has added another deciding factor toward increased quotations. In this regard, importers state there will be little or no change until present stocks are exhausted, and it is necessary for them to import at the higher rates. Following are local prices for the present:

BLACK SHEETS

10 gauge	4 30 to	4 65
12 gauge	4 40	4 75
14 gauge	4 50	4 85
16 gauge	4 60	4 95
18-20 gauge	4 80	5 20
22-24 gauge	4 90	5 35
26 gauge	4 95	5 40
28 gauge	5 00	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 85	7 75
28 gauge	6 45	7 35
26 gauge	6 15	7 00
22-24 gauge	5 95	6 75
20 gauge	5 80	6 60
18 gauge	5 80	6 50
16 gauge	5 70	6 50
14 gauge	5 60	6 50
12 gauge	540	6 50
10 gauge	5 30	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 50	7 75
26 gauge	8 25	7 50
24 gauge	7 65	7 10
22 gauge	7 80	6 65
18-20 gauge	6 60	6 50

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide. 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

	Box
20 x 28 x 100 lb. basis	$17 50
20 x 28 IC. 112s	18 00
20 x 28 IX. 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 80 box
18x24 x 60s	6 00 box
18x24 x 75s	6 30 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

IRON AND STEEL PRICES STILL HOLD

Montreal

With all indications pointing to a firmer tone on iron and steel bars of the various grades, quotations locally are still holding at former levels. The announcement is made this week at the mills of another advance in sheet prices, and it is thought to be only the question of a very short time before bar quotations are also increased. The better feeling among the industry continues. Stocks locally are light owing to buyers being cautious in the past season, thus any change at the source should soon reflect on the various warehouses. Business shows little change in the past week, orders being small but fairly numerous. Following are existing quotations:

Common bar iron, 100 lbs.	3 00	3 25
Refined iron	4 00	4 30
Irish finish machinery steel	....	3 45
Mild steel	3 00	3 40
Single reeled machinery steel	5 00	5 25
Band steel	3 00	3 40
Spring steel	....	6 00
Sleighshoe steel	3 00	3 40
Tire steel	3 00	3 60
Toe calk steel	4 00	4 30
Harrow tooth steel. per lb.	....	3 55
Mining tool steel per lb.	....	0 22
Black Diamond tool and cast steel, per lb.	....	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

QUIETER MARKET FOR LEAD GOODS

Montreal

The season is apparently having its effect on the sale of the various lines of lead products, as these are reported as quieter this week. The movement on these lines has been rather irregular all season and a spurt in demand is still expected by dealers as there is usually a good amount of plumbing work to be done in the later months. The market is practically unchanged this week. although zinc sheets are firmer, and higher prices on these would not be surprising in the near future. Present prices are as follows:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11½
Do., broken lots	0 12

BOILER TUBES UNCHANGED IN PRICE

Montreal.

Current quotations on the various sizes of both seamless and lapweld boiler tubes are nominally unchanged, with a continued slight improvement in the general conditions of the market noted. During the quiet period of the past few months quotations were varied among the different jobbing houses and concessions were made to obtain orders, especially of fair size. In the later weeks, with the better tone in almost all iron and steel products, there is an improvement also in boiler tubes.

HIGHER PRICES ON GASOLINE

Montreal.

In accordance with all oil products, gasoline prices have recently shown a marked firmness and this week quotations are advanced 1½ cents per gallon. Present selling prices are 32½ and 35½ cents per imperial gallon.

FITTING PRICES REMAIN UNCHANGED

Montreal

The recent change in discounts on most lines of pipe fittings is the last revision recorded, and the market is now somewhat steadier. There continues a steady movement in the many lines, sales being quite satisfactory although of a smaller character than in other years. Following are prices and discounts:

FITTINGS—	Per Cent.
Cast iron fittings	25
Bushings, cast	27½
Do., malleable	25
Flanges	37½
Plugs	27½
Flange unions	22½
Malleable unions	42½
Dart unions, black	29
Do., galvanized	8
Nipples, ⅛ to 4 in., close and short	50
Do., long	60
Do., 4½ to 8 in., close and short	40
Do., long	50
Couplings, 4 in. and under	30
Do., 4 in. and longer	10

POUND GOODS—	Blk.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

SLACKENING IN RECENT INGOT METAL GAINS

Montreal

The metal market is somewhat quieter this week with prices running irregular, some showing a slightly easier tendency, others still quite firm. The variation in exchange has had some effects on price movements.

TIN.—There is a better tone to this metal in London, and the advance in Sterling is responsible for higher prices on this side. There is still no great improvement in buying, but there is no weakness in the market. Local market is firmer at 35½ cents.

COPPER.—The recent buying movement is through for the present, and prices have declined both in London and New York. The recent advance was so rapid that a re-action is not surprising. The unsettled condition in Germany is responsible for falling off of exports to that country. Local market is slightly easier at 17¼ cts. for electro, 17 cts. for casting.

LEAD.—This metal has been rather erratic in London, advancing sharply owing to German buying and re-acting later. The situation is firm, but there is not much likelihood of any great change for the present. Quotations are steady locally at 6¾ cents.

SPELTER. — London remains firm while East St. Louis continues its strong tone with spot quoted at $4.67½, this being the highest figure touched on this movement. The situation is quite firm and prices are still below cost of production. Locally the market is firm at 7½ cents.

ANTIMONY. — This metal is quieter in New York, but there is a good tone to the market. Local quotations are unchanged, Chinese being quoted at 7¼ cts., high grade English 8¼ cts.

ALUMINUM.—Aluminum holds at 28 cents locally, with the market continuing very dull.

TORONTO MARKETS

TORONTO, October 20.—Numerous price changes, comprising both increases and declines, appear on the hardware market reports this week. The recent gains in the primary oil markets have been reflected by corresponding gains in quotations on coal oil, gasoline, and fuel oil. All these oil products are advanced from 1½ to 2 cents per gallon. Lubricating oils and greases are as yet unchanged in price.

The downward revisions principally include hardware lines for spring bookings. A decline of approximately 20 per cent appears on hay knives; while lower prices are also given on grass hooks. Quotations on scythes likewise take a substantial drop; and new discounts are shown on harvest tools, thus averaging a 10 per cent. decrease.

Further price changes on compression goods include standard flat way stop and waste cocks, also the round way type of this product, as well as the Webber gate valves. Another decline of 50 cents per dozen is given on carpenters' wrecking bars. Among the advances recorded are lamp wick quotations which soar almost 15 per cent.

Sheet markets continue strong, with quotations firm and unchanged. Owing to the recent price gains at primary steel centres it is said that some higher prices on galvanized sheets are considered imminent. The low price levels hold on copper and brass products, such as sheets, tubing and rods, in spite of the gains recorded on primary copper markets. The scrap metals are now slightly firmer, with a brighter outlook.

LAMP WICK QUOTATIONS SOAR 12½ PER CENT

Toronto.

There has been an advance of approximately 12½ per cent. recorded in quotations on lamp wicks.

FUEL OIL NOW HIGHER TWO CENTS PER GALLON

Toronto.

Quotations on fuel oil show another increase of 2 cents per gallon this week, the current change reflecting the higher prices on the crude oil markets generally. The net barrel quotation on fuel oil is now 11 cents per gallon, while the tank car price is 9 cents. Reference as to the probable trend of these markets and the reflected price on oil products generally, was made in a recent issue of Hardware and Metal.

GASOLINE QUOTATIONS ADVANCE OIL MARKETS FIRM

Toronto.

As outlined in a previous market report contained in a recent issue of Hardware and Metal, the gains in the primary oil markets have been reflected by advanced prices on the refined products. Consequently, gasoline quotations are higher this week, the revision being 1½ cents per gallon. This change brings the current price to 32½ cents.

COAL OIL QUOTATIONS ARE AGAIN HIGHER

Toronto

Coal oil prices are again advanced this week, thus further reflecting the continued strength of the primary oil markets. The new prices are 1½ cents per gallon higher, this change affecting both Royalite and Palacine grades. The revised quotations are included in the current market pages.

DECLINE IN QUOTATIONS ON HAY KNIVES

Toronto.

Among the price changes to a lower level included in the current hardware market reports are hay knives. The average reduction is 20 per cent. The new quotations follow:

KNIVES, HAY—	
Spear Point	15 00
Lightning	14 00
Heath's	14 00

LOWER PRICES ALSO APPEAR ON GRASS HOOKS

Toronto.

New lower prices are announced this week on the Canadian make of grass hooks, the revised quotations showing a decline of approximately 20 per cent. Following are some of the new prices:

HOOKS, GRASS	Canadian.	English Fox.
No. 2, per doz.	3 90	7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.,	4 30	....
Little Giant	6 50	....
Barden Patent	6 50	....

ANOTHER DECLINE ON WRECKING BARS

Toronto

Carpenters' wrecking bars are again reduced this week, the decline averaging 50 cents per dozen.

QUOTATIONS ON SCYTHES TAKE SUBSTANTIAL DROP

Toronto.

Fairly substantial reductions have now been made in prices on scythes. The various makes show an average decline of approximately 23 per cent. Following are the new quotations:

SCYTHES—	Dozen.
Cast steel	15 00
Golden Clipper	16 00
Little Giant	11 00
Bush	16 00

NEW DISCOUNTS APPEAR ON HARVEST TOOLS

Toronto.

Next year's quotations on harvest tools are now announced, the change being an increase in the discount, thus bringing prices to a lower level. The new discount is 60 per cent off the same list as prevailed throughout the current season, compared with the previous figures of 50 and 10 per cent. In addition, a special 5 per cent is given on orders placed prior to December 1.

FURTHER PRICE CHANGES ON COMPRESSION GOODS

Toronto.

Further price changes have now developed in the quotations on compression goods. Through the increasing of discounts, the prices on standard flat way stop and waste cocks are brought to a lower level, and a similar revision is made on the round way type of this product. Changed quotations are also noted on Webber gate valves.

With a fair market in compression goods, sales are stated to be of a moderate nature. Current conditions show varying price developments in the efforts to stimulate business generally, and thus reduce stocks prior to the annual inventory period. Prevailing quotations follow:

VALVES—	
Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	32%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Round-way stop and waste cocks, standard	46%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	20%
J. M. T.	20%
J. M. T. C.	25%
J. M. T. Gate Valves	25%
Gate or straightway	10-10%
Jenkins Globe	10-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. Check Valves	20%
Webber gate valves	25%
Emco Globe valves, ¼" to 2",	30%
Do., Do., Do., 2½" to 3"	20%

BASIN COCKS—	
No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	43%

MAY BE REVISION IN WOOD HANDLE QUOTATIONS

Toronto

There has been a downward revision in some quarters, affecting certain lines of wood handles. The extent of the decline, and the new quotations are not yet available locally. It is anticipated that some further announcement will be forthcoming next week.

SLIGHT CHANGES IN LIST ON SHOEFINDERS TACKS

Toronto.

Following is the new list of shoefinders tacks, which was referred to among the changes noted in last week's issue of Hardware and Metal, but which was omitted on that occasion owing to lack of space:

HEEL OR SHOE NAILS

14 Ge. and Heavier 4|8 to 16½|8, in bulk, $14.50 per 100 lbs.; in 1-lb. papers, $15.25 per 100 lbs.

15 and 16 Ge. Add 65c to above price. In 100 lb. quantities. One size.

17 Ge., add $1.60 to above price. In 100 lb. quantities. One size.

Swedes Iron.

14 Ge. and heavier, 4|8 to 16½|8. In bulk, $15.25 per 100 lbs. In 1 lb. papers, $16.00 per 100 lbs.

15 and 16 Ge. Add 65c to above price. In 100 lb. quantities. One size.

17 Ge., add $1.60 to above price. In 100 lb. quantities. One size.

17|8 and longer add 65c per 100 lbs.

Sliver Point.

All sizes, in bulk, $15.25 per 100 lbs. In 1 lb. paper, $16.00 per 100 lbs.

Hard steel nails, $24.25 per 100 lbs.

Wood heel nails, $22.00 per 100 lbs.

Army heel plate nails, $17.00 per 100 lbs.

HOB AND HUNGARIAN NAILS

In 1-lb. papers.	Per 100 lbs.
11-12-13 Ge. and heavier, 3|8 and shorter	$21.50
Do., Do., 3½|8 and longer	21 00
14 Ge., 3|8 and shorter	22 50
Do., Do., 3½|8 and longer	22 00
15 Ge., 3|8 and shorter	23 25
Do., Do., 3½|8 and longer	22 75

If in bulk deduct 50c nett.

CHANNEL NAILS

In 1 lb. papers.	Per 100 lbs.
3|8	$24 25
3½|8	22 25
4|8	21 75
4½|8	21 25
5|8 and longer	20 75

SHOE RIVETS

In 1-lb. papers.

Steel Wire—

16 Ge. and Heavier—(per 100 lbs.)—3|8, $25; 3½|8 $21.50; 4-4½|8, $18.50; 5-5½|8, $17.75; 6-6½|8, $17.25; 7-7½|8, $16; 8-8½|8, $15.25; 9|8-11½|8, $14.25; 12|8-17|8, $13.50.

17 Ge., add $1.00.

18 Ge., add $2.00.

Clinch Point —

3|8, $26.25; 3½|8, $22.75; 4-4½|8, $19.75; 5-5½|8, $19; 6-6½|8, $18.50; 7-7½|8, $17.25; 8-8½|8, $16 50; 9|8-11½|8, $15.50; 12|8-17|8, $14.75.

17 Ge., add $1.00. 18 Ge., add $2.00.

Cobblers' Rivets—

3|8, $28; 3½|8, $24.75; 4-4½|8, $21; 5-5½|8, $20; 6-6½|8; 7-7½|8, $18.25; 8-8½, $17.25; 9|8-11½|8, $16.25; 12|8-17|8, $15.50.

17 Ge., add $1. 18 Ge., add $2.

Brass Wire—

3|8, $86.75; 3½-8, $74.50; 4-4½|8, $70.50; 5-5½|8, $69.25; 6-6½|8, $68.25; 7-7½|8, $67.50; 8-8½|8, $67; 9|8-11½|8,, $66.50; 12|8-17|8, $66.

17 Ge., add $1.50. 18 Ge., add $3.50.

Clinch Point—

3|8, $88.50; 3½|8, $76; 4-4½|8, $72; 5-5½|8, $70.75; 6-6½|8, $69.75; 7-7½|8, $69; 8-8½|8, $68.50; 9|8-11½|8, $68; 12|8-17|8, $67.50.

17 Ge., add $1.50; 18 Ge., add $3.50.

Cobblers' Rivets—

3|8, $99.50; 3½|8, $85.50; 4-4½|8, $81.45; 5-5½|8 $79.65; 6-6½|8, $78.40; 7-7½|8, $77.55; 8-8½|8, $77; 9|8-11½|8, $76.35; 12|8-17|8, $75.85.

17 Ge., add $1.50; 18 Ge., add $3.50.

Bulk Shipment—

Less 25c Net for quantities of 100 lbs. One size.

TACKS

In 1 lb. papers or bulk.

	Shoe or Hand.	Pullers.	Replacing.	Mach. Welt.	Mach. McKay Per 100 lbs.
½ oz.	$36 75	.....	.....	.....	38 75
¾ oz.	33 75	.....	.....	.....	35 60
1 oz.	30 50	.....	.....	.....	34 40
1¼ oz.	30 25	.....	.....	.....	33 35
1½ oz.	29,00	29 50	.....	.....	32 65
1¾ oz.	28 25	.....	.....	.....	31 80
2 oz.	27 50	25 00	30 00	27 85	31 00
2½ oz.	25 75	24 00	29 00	27 35	29 75
3 oz.	23 50	23 00	28 00	26 00	.....
4 and lgr.	22 25	21 75	27 00	24 00	.....

Insole machine tacks, charge same as machine welt.

Insole hand tacks, charge same as pullers.

Wood heel tacks, 5|8 and 6|8, $27 per 100 lbs.

Tacks less than a full box of 100 lbs. of a size, $1 per 100 lbs. additional.

SHOE TACKS

In dozens.	Per 100 doz.
1½ oz. and smaller	$43 75
2 ounce	52 25
2½ ounce	59 25
3 ounce	63 00
3½ inch	70 50
4 ounce	78 50
5 ounce	92 00
6 ounce	106 75
8 ounce	138 00
10 ounce	172 00

Packing Extras (Add to list):

All goods packed in ½-lb. papers, $2 per 100 lbs.

All goods packed in less than ½ lb. papers, $4.00 per 100 lbs.

All goods packed in less than ¼ lb. papers, $5 per 100 lbs.

SHEET MARKETS STRONG WITH QUOTATIONS FIRM

Toronto

Activity is still reported on the increase in primary steel markets, and this degree of improvement has been specially marked in sheet products. There has been an improvement in the volume of steel orders, and in this direction also, sheets generally lead. Price declines have ceased, and some American mills have made a further advance in sheet quotations. However, prices on local markets remain unchanged, at present, the situation still being the same as described in previous market reports. Sheet distributors state, however, that some increases may develop at any time, owing to the present strength of these markets, and the recent price gains at the mills.

BLUE ANNEALED—		
10 gauge, base	4 00	4 50
12 gauge	4 05	4 55
14 gauge	4 10	4 60
16 gauge	4 15	4 65

BLACK—		
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 10
26 gauge	4 65	5 15
28 gauge	4 75	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis
28 gauge	9 50	8 75
26 gauge	9 25	8 50
24 gauge	8 65	8 10
22 gauge	8 30	7 65
18 and 20 gauge	7 60	7 50
Premier and Apollo.		
10¾ oz	6 50	7 00
U. S. 28 base	6 10	6 60
U. S. 26	5 80	6 30
22 and 24	5 65	6 15
18 and 20	5 50	6 00
16	5 35	5 85
12 and 14	5 20	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

PLATES, CANADA—	Per box
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60

PLATES, COKE TIN—	
1X, 20 x 28, 112 sheets	20 50
1X, 20 x 28, 56 sheets	12 00

PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00

PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

SCRAP METAL MARKETS ARE SLIGHTLY FIRMER

Toronto

Activity is a little more pronounced in scrap metals, and as a consequence the markets are firmer. Prices are generally unchanged, but it is noted that slight increases have recently developed on some American scrap markets.

The following averages of local dealers' buying prices, are nominal, and for fairly large quantities:

SCRAP MATERIALS—

No. 2 busheling	....	11 00
Heavy melting steel, gross ton	9 50	10 00
R. Rd. wrought iron, No. 1, gr. ton	10 25	11 25
Scrap pipe, gr. ton	6 00	7 00
Stove plate, net ton	11 00	12 00
No. 1 machinery cast, net ton	15 00	16 00
Heavy lead	3 75	4 00
Tea lead	2 00	2.50
Red brass	....	9 00
Yellow brass	5 00	6 00
Light brass	3 00	3 50
Heavy copper	9 25	10 00
Scrap zinc	3 00	3 50
Old rubbers, boots and shoes	2 00	2 50
Lumberman's rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

LOW PRICE LEVELS HOLD ON COPPER AND BRASS

Toronto.

The new lower prices recently announced on copper sheets, tubing and rods, are still being quoted locally, in spite of higher levels on the primary copper markets, and some slight increases in other quarters. Quotations on brass goods of this nature are also holding unchanged, at present. There remains a firm tone in these products, and in view of recent market developments, quotations are undoubtedly being closely watched. Following are the local prices:

BRASS—	
Sheets, base, per lb.	$ 0 22
Rods, base, per lb.	0 20
Tubing, base, per lb.	0 25
COPPER—	
Rods, base per lb.	0 26
Soft sheets, plain, 16 oz. and heavier, lb	0 28
Do., plain tinned 16 oz. and heavier, lb	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

RECENT REVISIONS HOLD ON PIPE FITTINGS

Toronto.

No changes have developed in prices on pipe fittings, and the recent revisions are still being maintained. No marked item of interest has been recorded, and the general market tone is unchanged. Following are the current quotations:

PIPE FITTINGS—

	Per cent.
Cast iron fittings	25%
Plugs, cast iron	28%
Do., solid	28%
Do., countersunk	28%
Bushings, mall	28%
Bushings cast	28%
Unions ¼ in. to 2 in.	45%
Unions. ⅛ in., 2½ to 4 in.	45%
Flanged Unions	25%
Dart Unions, blk., ¼ to 2 in.	29%
Do., ⅛ in., 2 to 4 ins.	40%
Do., galvd., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do, 4½ inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 55	0 68
Class B	0 23	0 33
Class C	0 15	0 23

QUOTATIONS STEADIER ON BAR IRON AND STEEL

Toronto.

While there has recently been some improvement in the market tone on bar iron and steel, yet the average current demand cannot be compared with the recovery that has recently been apparent in the sheet markets. Quotations are, however, generally steady, and are unchanged at the following levels:

IRON and STEEL—

Mild Steel bars, base	3 25	3 50
Mild steel bands, 3-16 in. base	3 75	4 00
Bar iron, base	3 25	3 50
Angle iron, base	3 35	3 60
Horseshoe iron	....	4 10
Tire steel	4 70	5 95
Spring steel	9 50	11 50
Crucible cast sheet steel	30 00	35 00
Mining drill steel	.. ..	18 50
Cast tool steel, high grade	20 00	23 00
Cast tool steel, medium	20 00	23 00
Sleigh shoe steel	4 10	4 50
Hoop steel	4 50	4 75
Toe caulk iron	5 40	6 40
Norway iron	....	15 00

FIRMER UNDERTONE IN PIPE AND EAVESTROUGH

Toronto.

The stronger tone which has developed throughout the steel industry, coupled with price gains on certain products which have recently been recorded, tend to reflect a corresponding firmness in the market on conductor pipe and eavestrough. While local quotations remain at the recent lower revisions, and no changes have been announced either on outside or domestic markets, the opinion has been expressed that prices have now reached the bottom of the downward movement.

The current volume of business is said to be seasonably fair. Following are the prevailing prices and discounts:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:

	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 60—10 per cent.

PIPE (Conductor)

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 60—10 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 55 per cent.

COTTON WASTE QUOTATIONS HOLD UNCHANGED

Toronto.

Dealers report that prices on cotton wastes remain unchanged, at present, but a tendency towards an advance in quotations is manifest among certain dealers. Based on the prevailing high price of raw cotton, and the corresponding higher levels on manufactured cotton goods generally, some increase on cotton wastes has even been predicted in one quarter; but this has not yet materialized; and the average local prices hold steady, at the levels which have prevailed since the last general revision in June. Current quotations are included in the list pages on market prices.

IMPROVEMENT IN SOME INGOT MARKETS

Toronto.

An improved tone is now generally apparent throughout the ingot metal markets, with copper, spelter and tin, attracting chief interest in the order named. The increase in inquiry is the principal feature which has served to partially restore confidence in these metals, and in view of the steady consumer interest, prices on British and American primary markets, have reflected this betterment in conditions by higher quotations. Whether the gains will materialize in permanent improvement, however, is primarily dependent upon the strength of the buying movement being sustained.

COPPER—Copper continues to head the list of active metals, with an extensive gain in the volume of inquiry. Export demand is said to be improving, and quotations have been generally advanced in U. S. primary centres. Local prices, however, have not yet generally reflected these gains, and the quotation of 17 cents still prevails.

TIN—The recent fluctuations in exchange have alternately affected tin quotations to both higher and lower levels. These changes render the market somewhat uncertain, but the sharp rise in exchange values early in the week, caused a corresponding strength in primary market quotations on tin. Local prices are holding at 35 cents.

LEAD—This market is stated as steady in some reports, but the current volume of business is only fair, and quotations are generally unchanged. Local prices vary from $6.50 to $6.75.

SPELTER—Some stiffening in the spelter markets, coupled with slightly advanced prices, has been noted in recent reports from southern markets. The increase in activity is attributed to brass manufacturers, and inquiries from other producers. No marked gains, however, can be recorded and local markets do not show any signs, at present, of either improvement or change. The price of $7.00 still generally remains.

ANTIMONY—This market is steady and unchanged at previous levels. Sales are by no means numerous, and there are no new features to report. Quotations remain locally from 8 to 10 cents.

ALUMINUM—Some inquiries are reported to have been received lately from automobile manufacturing interests, but the question of price is given as one of the drawbacks to the consummation of orders. The average local price prevailing is now 28 cents.

LONDON MARKETS

LONDON, October 19.—The list of price revisions on the hardware markets this week includes lower prices on harvest tools, scythes, grass hooks, hay knives, refrigerators, corn house brooms, shoe findings, and jack chain. Turpentine again attracts attention, this time with an advance of 5 cents per gallon.

Business throughout this district is now reported good. Merchants in this vicinity have been very busy durng the past week, and are stated as well satisfied with the volume of trade now prevailing. Wholesalers and factories also report larger orders and more business generally. Collections continue in a very healthy condition.

REVISED LIST EFFECTIVE ON SHOE FINDINGS

London, Ont.

Some revision has been made in the list on shoe findings, but the changes are only slight, affecting the larger sizes of shoe tacks. The newest is effective from October 10, 1921.

PRICES HOLD STEADY ON LINSEED OIL

London, Ont.

Quotations on linseed oil generally remain at the lower level recently in effect. This easy tendency is attributed to the current lack of demand. The prevailing price levels follow:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per Imp. gal. ..	0 90	0 93
3 to 5 bbls., per Imp. gal.	0 89	0 92
6 to 9 bbls., per Imp. gal.	0 87	0 90

Less barrels add 15 cents gallon.

TURPENTINE PRICES AGAIN BACK AT HIGH LEVELS

London, Ont.

Local quotations on turpentine have again risen in sympathy with the higher quotations on the southern primary markets. This increase amounts to 5 cents per gallon, and places prices back at the peak recorded two weeks ago, namely $1.15, in one barrel lots. Following are the revisions:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 15
2 and 4 barrel lots	1 14
5 gallon lots	1 30

ANNOUNCE NEW REFRIGERATOR PRICES FOR 1922

London, Ont.

A reduction of approximately 20 per cent. is announced by the Sanderson-Harold Co., on their line of refrigerators. for the 1922 season booking. This revision brings quotations on the Household line to list less than 40 per cent.: while other makes, such as butchers and grocers, are shown on list less 35 per cent.

LOWER QUOTATIONS GIVEN ON GRASS HOOKS

London, Ont.

Reapers or grass hooks are included in the list of hardware commodities showing lower quotations this week. Following are some of the new lower prices now in effect:

GRASS HOOKS—	
Canadian make, No. 2, doz.	3 90
Canadian make, No. 3, doz.	4 00
Canadian make, No. 4, doz.	4 10
Canadian make, No. 5, doz.	4 30
Little Giant, per doz.	6 50

NEW DISCOUNT SHOWN ON JACK CHAIN

London, Ont.

A new discount has been given covering prices on jack chain. This change is applicable to both the steel and brass chain, and the revised quotation is list less 10 per cent.

AUTO WHEEL COASTER WAGONS POPULAR

London, Ont.

A fair volume of Fall sales is now reported for coaster wagons and the auto-wheel coaster. Following are some of the new lower list prices recently effective.

COASTER WAGONS—	Off List
No. 00	60 00
No. 0	72 00
No. 01	91 00
No. 1	104 00
No. 2	116 00
No. 3	128 00
No. 4	146 00

Less 35 per cent.

HAY KNIVES ALSO HAVE NEW LOWER PRICES

London, Ont.

New lower prices are now in effect on hay knives. The extent of the reduction is practically 20 per cent. Following are the latest revisions in quotations on these products:

HAY KNIVES—	
Lightning, per doz.	14 00
Heaths, per doz.	14 00
T. Handle Spear Point, per doz.	15 00
L. Handle Spear Point, per doz.	15 00

REVISED DISCOUNT GIVEN ON HARVEST TOOLS

London, Ont.

Through an increase in the discount quotation, harvest tools are now lowered in price. The reduction is approximately 10 per cent., and applies to present and spring booking. The new quotation is list less 60 per cent.

SUBSTANTIAL DECLINE IN PRICES ON SCYTHES

London, Ont.

New lower prices for spring booking are now announced on scythes. The extent of the decline is approxima ely per cent. Following are some of the revised quotations:

SCYTHES—	
Cast steel, per doz.	15 00
Golden Clipper, per doz.	16 00
Double Beaded, per doz.	16 50
Cutlery steel, per doz.	17 00

SOME CORN HOUSE BROOMS HAVE REDUCED PRICES

London, Ont.

Several of the lesser known makes of corn house brooms, now show a reduction in price of 25 cents per dozen. The following are the new revised quotations on a local line:

CORN HOUSE BROOMS—	
Special hardwood handle, per doz.	5 00
XX Hardwood handle, per doz.	5 50
4 String hardwood handle, doz.	6 25
Parlor hardwood handle, doz.	7 50
No. 7 x 5 String hardwood hdle.., doz.	9 00
No. 8 x5 do.	10 00
Factory or mill	8 00

SOME WOOD HANDLES NOW LOWER IN PRICE

London, Ont.

New prices went into effect recently on some makes of wood handles, thus bringing about reduction of approximately 10 to 20 per cent. The new selling prices are net list.

MODERATE SALES FOR PUTTY

London, Ont.

The new quotations on putty have evidently brought forth an increase in demand at the lower price levels. Following are the prevailing quotations:

Standard, 100 lb. drums	6 30
Do., 25-lb. drums	6 55
Pure, 100-lb. drums	7 80
Do., 25-lb. drums	8 05

ELECTRIC HEATERS NOW SELLING

London, Ont.

With the advent of the chilly evenings, a noticeable increase has been recorded in the number of sales for electric heaters. Prices are unchanged as follows:

ELECTRIC HEATERS—	List
Majestic single coil, No. 7, each	$11 00
Do., double coil, No. 8, each	16 00

Less 27½ per cent.

SPADES AND DIGGERS STILL IN DEMAND

London, Ont.

Merchants report that there is now a seasonable sale for drain spades, post hole diggers, and shovels. There has been no change in prices, the quotations remaining at list less 45 per cent.

WINNIPEG MARKETS

WINNIPEG, October 29.—A great many lower prices have been made this week on hardware commodities. Some of the most important changes recorded are black and galvanized sheets, globe files, lamp and lantern globes, wrought iron couplings and nipples, and alligator wrenches. Business has been improving a little during the past few weeks owing to the demand for seasonable lines.

WROUGHT NIPPLE PRICES MARKED DOWN

Winnipeg

Prices have been reduced on wrought iron nipples and following are the latest discounts.

WROUGHT NIPPLES—(Close or Short)—
4 inch and smaller, 45 per cent. off.
4½ inch and larger, 35 per cent. off.
Long—
4 inch and smaller, 55 per cent. off.
4 inch and larger, 45 per cent. off.

REVISED DISCOUNTS ON WROUGHT COUPLINGS

Winnipeg

Lower prices are quoted this week on wrought iron couplings and the new discounts are as follows.

WROUGHT COUPLINGS—⅛-inch to 4-inch, 20 per cent. off; 4½-inch and larger, 5 per cent. off.

LOWER QUOTATIONS ON LANTERN GLOBES

Winnipeg

New prices are recorded this week on lantern globes and are somewhat lower. Following are the new prices:

LANTERN GLOBES—(Regular and short).—
In lots of 6 doz. to case, $1.45 per doz.
In lots of 3 doz. to case, $1.55 per doz.
In lots of 1 dozen to case, $1.65 per doz.

LAMP CHIMNEY PRICES ARE NOW REVISED

Winnipeg

Lower prices are quoted on lamp chimneys this week and are as follows:

LAMP CHIMNEYS—
Crimp Top, No. 1—
Case lots, per case ... $10 75
½ case lots, per ½ case ... 6 00
1 doz. lots, per doz. ... 1 50
No. 2—
Case lots ... $9 00
½ case lots ... 5 00
1 dozen lots, per doz. ... 1 65

REDUCED PRICES ARE GIVEN ON IRON SHEETS

Winnipeg

Prices have been reduced this week on black and galvanized sheets and business in this line is improving. Following are the new prices:—

SHEETS—

	Black. Per 100 lbs	Galvanized
10 gaugs.	5 70	.....
10 gauge	5 70	.....
14 gauge	5 80	.....
16 gauge	5 90	6 75
18 gauge	6 30	6 90
20 gauge	6 30	6 90
22 gauge	6 35	7 05
24 gauge	6 35	7 05
26 gauge	6 40	7 20
28 gauge	6 65	7 80
10¾ oz.	.....	8 20

ALLIGATOR WRENCHES NOW QUOTED LOWER

Winnipeg

A drop in price for alligator wrenches has been recorded this week; they are now quoted as follows:

ALLIGATOR WRENCHES—
No. 1, per dozen ... $2 00
No. 2, per dozen ... 7 20
No. 3, per dozen ... 14 40
No. 4, per dozen ... 22 00

CHANGE DISCOUNT ON GLOBE FILES

Winnipeg

The discount on globe files has been changed but does not affect the net prices to any great extent as the former discount was 37½% off the list and now it is 60 per cent.

PITTSBURGH MARKETS

PITTSBURGH, October 20.—The improvement in the iron and steel situation that has been practically continuous since the middle of July is not interrupted, but in some quarters there is disappointment that the gains in the past few weeks, since the midsummer period ended, have not been more rapid. The proportionate gains, however, have not been bad at all. The steel trade had a very long road to travel from the state of extreme depression, altogether unprecedented in extent, that prevailed last June and July, and the fact that the trade is still very far from a condition of reasonable activity is due to the distance to be covered being large, not to the rate of recovery being particularly low.

Production Rates

Demand for steel is measured by production rates, since with exceptions that are almost insignificant from the tonnage standpoint, buyers are ordering steel only against actual requirements and the steel is being produced and shipped practically as fast as ordered. One exception is that buyers of sheets were moved to stock up a little by last month's advance in price, buyers being permitted to cover at the old prices if they would furnish actual orders and specifications (not contracts) and accept deliveries as rapidly as the mills cared to make them.

Production of ingots thus far this month has been at above the September rate. Last week the Steel Corporation produced at the rate of about 40 per cent. and the week before that, the week ending October 8th, at over 45 per cent., but that was a particular bulge, the departments scheduled for operation producing considerably more tonnage than had been expected in the scheduling. Probably the independents did not operate nearly as well, but it seems safe to forecast that the October ingot production will prove to have been at above 35 per cent. of capacity, when the regular report is made early next month. That would represent a fair gain over the September rate, and would be nearly double the rate at the low point, in the fore part of July. Such a recovery is really rather rapid, and the disappointment felt in some quarters just now may properly be ascribed to unreasonable impatience.

An important point is that all the appearances indicate that whatever gains the steel industry makes at this time will be permanent. There is no overproduction or overstocking, and actual ultimate consumption is bound to increase rather than decrease, while production for several months past has obviously been at less than the rate of consumption, since there has been liquidation of stocks of steel in the hands of buyers, and of stocks of manufactures of steel in the hands of manufacturing consumers and distributors.

Price Conditions

On the whole, the structure of finished steel prices is tending to stiffen. This stiffening is not attributable to the usual influence, of demand exceeding supplies, for in every branch of the finished steel trade there is surplus capacity, but is due to the mills trying to get prices to a level with production costs. It may be asked why mills do this when they allowed prices to decline as they did, when costs were higher than they are now. The answer given in some well informed quarters is that the mills were endeavoring to find a level at which buyers would take hold freely. They considered losses as of secondary importance if by taking losses for a time they could produce a large increase in steel consumption and get things going again. It may have looked, in June and July, as if there was simply competition, perhaps unreasonable competition, but there was method in the price tactics after all. The whole country was calling for "liquidation" in prices, and early in the year the steel industry had been criticized in not a few quarters for standing in the way of progress, for refusing to deflate. Then the steel industry "came back" at its critics. There can be no argument about this, for price comparisons make a plain showing. The Department of Labor's index numbers of commodity prices at wholesale are generally accepted as indicative. The department takes average prices in 1913 as 100 and then finds that July prices stood at 148 while in August the index number came out at 152, showing a slight upward reaction and indicating that price liquidation, in general, had come to a halt. Now as to finished steel, a weighted average of the representative products, bars, shapes, plates, wire, pipe, sheets and tin plate, at the recent low point (before the September advances in wire and sheets) shows an index number, based on the 1913 average, of 135, which is well below 152 or 148.

This stiffening tendency in steel prices is most marked at present in bars, shapes and plates. Since early in August there have been sellers of all three products at about 1.60c, if the order were fairly attractive, but the number of sellers at this level has been decreasing. A fortnight or more ago the Carnegie Steel Company firmed up to 1.65c on bars and 1.75c on shapes and plates. Several independents are on that basis.

In sheets there is also what may be called a stiffening tendency. In fact, the majority of independents have already announced a $5 a ton advance, making their asking prices 2.50c on blue annealed, 3.25c on black and 4.25c on galvanized. The object, of course, was to drive in orders at former prices, which represented an advance of $5 a ton over prices prevailing in the fore part of September.

Some Arguments for Painting This Fall

Harvesting Earlier than Usual this Year Leaves Farmer Unusual Length of Time to Paint and Repair Property—Educating Farmer to Paint His Barns—Building Contracts Show Increase in Property Constructed—Value of Personal Contact with Customers

By H. E. MIHELL, Imperial Varnish & Color Co., Toronto.

TWO exceptional circumstances lend themselves to creating good fall painting business this year. Retail hardware merchants should recognize the opportunity that rests in these and arrange their plans accordingly.

Harvesting this year has been generally earlier than the average and is giving the farmer an unusual length of time to paint and repair his buildings.

The farmer's usual excuse that he never has the time to paint will prove no alibi to the aggressive paint man who goes after this business.

A recent canvass by an aggressive paint salesman over a wide range of farming community, readily showed that a great majority of farmers have come to realize the fact that the painting of barns ought to be carried out.

The aggressive advertising of the paint trade and the editorial service of most of the farm journals have done a great deal to bring the farmer to this point of conviction.

There is one big factor needed and that is the necessity of his local dealer getting personally in touch with him and bringing that conviction into buying action.

Barrels and Fives Rather Than Quarts

Paint dealers should keep in mind that this class of business can be done in barrels and fives rather than gallons and quarts and can be easily developed into a quantity business that would have no small volume at the end of the year.

The fall, besides being the logical time of the year for the farmer to paint, is likewise the best time of the year for paint to give maximum service.

Every stick of lumber in his property is bone dry and just in the right condition to receive paint.

The second circumstance exists with the decided increase in the number of construction contracts awarded during August, 1921, and which amounts to $36,307,200.00 throughout the Dominion. A recent comparison of contracts awarded during August of the past four years shows a decided increase this year. August 1920 was the next highest with a total of a little over twenty-three million.

August likewise shows an increase of over 100% above July, 1921.

This increase is very encouraging as it shows that despite the general idea of a depression, there is actually a very much increased activity in construction. This activity denotes a revival of interest in business, industrial, residential and government construction work.

This construction will not only absorb the attention of the building trade, but there is also an indication of an industrial revival that will absorb other classes of labor as well.

The paint and varnish trade is bound to benefit by whatever increased activity takes place in any of these directions.

The paint man who is alive to this gradually increasing chance for paint sales, will make fall painting a strong argument to have all such construction work coated before the hard winter days set in.

H. E. MIHELL

Imperial Varnish and Color Company, Toronto, who gives Hardware and Metal readers some timely hints which are of special value in stimulating paint and varnish trade this Fall.

More Personal Contact

But there is one important factor in distribution which the retail paint man must come to realize more and more if he is to continue to function in that position and that is the promotion of greater personal contact with the ultimate consuming public.

The paint trade has spent immense sums in printers' ink, which has lead the way to tremendous advances in distribution.

Scarcely a paint man has failed to grasp the significance of the "Save the Surface" campaign through the medium of printers' ink, but it needs the "personal contact" of an enthusiast to those who have not yet put conviction in regard to paint into actual buying.

Personal contact is an absolute essential in closing many deals. Nothing else will ever take its place entirely. The retail distributor has more opportunity for personal contact with the consuming public than any one else. It is his necessary function in selling. But if he fails to carry out his part he must look out, for there will be ways and means developed that will usurp his position. This statement is made

(Continued on Page 52)

Jap-a-lac Prestige

Not alone because it was the original "Household Finish," but because true quality has been maintained. From the time the first package was sold, Jap-a-lac has held first place in its field.

Through all these years Jap-a-lac has gained prestige. It has found new ways of serving its users and has lengthened its term of usefulness. It is now standard in paint and hardware stores throughout the Dominion.

This prestige is an asset to every Jap-a-lac Dealer. It is "good will" that expresses itself by sure and steady profits in the cash drawer. If you are not now carrying Jap-a-lac let us tell you more about the opportunities it represents.

Remember, too, that the Glidden line has now been completed by the addition of house paint—Glidden Endurance Paint—and that the Glidden proposition is one with which every dealer should be familiar. **Write for literature to-day.**

"Save the surface and you save all" *Paint & Varnish*

THE GLIDDEN COMPANY, Limited
TORONTO, ONT.

BRANCHES: Montreal and Winnipeg

Danger of "The Glue-Size Menace"

"Technican" Points Out The Danger of the Use of Glue-Size as an Undercoating for Certain Kinds of Painting—A Point on Which All Salesmen Should Be Informed

WHAT shall I use as an undercoating for paint, is a question that is asked several times each day in almost every hardware store in Canada from coast to coast. In order to build up a successful paint and varnish department it is most important that the salesman should be well informed regarding the proper application of paints and varnishes.

A great amount of trouble has been caused to retail hardware merchants and also paint and varnish manufacturers through improper treatment of surfaces to be painted or varnished. A recent issue of "Stephens' Paint News", published by the G. F. Stephens Company Limited, Winnipeg, directs attention to one menace that should be carefully guarded against by the hardware trade throughout Canada. Hardware and Metal is re-printing the article in full for the benefit of all concerned, an article which gives some valuable information for hardware merchants and their salesmen:—

There is a danger of glue-size becoming little short of a menace to the paint trade. Not only in amateur circles, but amongst painting mechanics as well, there seems to be a lamentable ignorance as to what glue really is, what it should be used for, when it should be used and HOW it should be used. Here, in effect, is how the evil works out:—

Bill Brown, a supposedly competent paint mechanic, undertakes to paint the interior plaster work of a house, or a room. Either thorough ignorance of the fundamentals of his trade, or through the erroneous impression that he is going to save time, Bill marches to the scene of his future activities, takes a look around, cocks his head to one side, half closes one eye and drawls, "Well, I guess we'll slip on a coat of glue-size first." Fine business! Of course it is—for Bill. However, the job turns out all right, Bill gets his money, and everybody concerned is satisfied for the time being. But in the course of a few months—or it may be a year or two, the paint starts to peel off in spots (or rather the glue does) and the customer starts to howl.

Bill comes on the scene of his past depredations—all het up. He looks sorrowfully at the mess, shakes his wise old head and remarks, "It beats me how the PAINT could have gone like that."

Reader, note that word in black-face type—paint. Bill talks backways, forward and in circles about that Paint, but NEVER by any chance does his disquisition touch on the subject of GLUE-SIZE—not at all. Instead, either through ignorance, or a desire to save his own reputation, he tells his customer that it's the paint manufacturers' blame and threatens what he will make them do in the way of putting the job right. Meantime, before his trouble has come to a head, Mrs. Smith has heard (the plumber told her) that one can get good results with flat-wall paint by first coating the walls with glue-size, and so she slaps on a healthy coat of good thick glue-size—and in about six months the paint (?) loosens up in fair-sized chunks, curls up—and drops in her soup, her pies and other edibles, while an occasional flake nestles daintily on her coiffure. Then the trouble begins!

Mrs. S. now sits down at the old family escritoire and pens a letter to the paint manufacturer in which she threatens never to use his **PAINT** again and finishes up by saying that she certainly will never recommend Blank's Paint to any of her friends again. This wild form of blackmail usually works the trick and the manufacturer doles out the necessary solace in the shape of an extra gallon or two of paint.

Now let us see just what all this trouble and fuss is about—and if the manufacturer really is at fault. In the first place, what is glue? Avoiding all scientific or chemical terms, let us consider the common dictionary definition: "Glue—A hard, brittle, brownish gelatin, obtained by boiling to a jelly the skins, hoofs, etc., of animals; when gently heated with WATER, it becomes viscid, and tenacious, and is used as a cement for uniting substances."

There, right in that definition, if we examine it closely, is the explanation not only of WHY glue is sometimes used as a size (and used rightly at times,) but also why paint will readily peel under certain conditions. The fact that it is viscid and tenacious renders it a good first coater—under certain conditions. The fact that it is soluble in water (not in oil) makes possible its use under paints composed of oil and turpentine—because it will not "work up" under the brushing necessary to the proper spreading of paint. But mark this well—the fact that glue is soluble in water is the one good and sufficient reason why it should never be used on plaster walls—because there is ALWAYS a certain amount of moisture in plaster—sometimes more sometimes less—and just as soon as the moisture hits the dried glue, it starts to curl up and fall from the surface—bringing the paint along with it, of course.

The question then arises—WHEN should glue-size be used as an undercoating for paint. I will attempt to answer that only in a general way, because the multitude of uses which glue-size can be put to precludes the possibility of handling the subject fully within the scope of a brief article.

Glue-size, first of all, should be made up in a weak solution and can be used with a certain degree of safety on the following surfaces: On picture frames or mouldings which have been surfaced with plaster of paris. On porus earthenware pots, vases or objects of art cast in plaster and which require to be decorated. On thoroughly seasoned lumber for use as furniture—but never on exterior doors. It can also be used with safety, in fact, it is the only size to use on top of old dyed burlap that requires painting. For this class of work oil size of any kind is no good as it will not stop the tremendous suction on the bare plastered walls, under paint—NEVER.

ARGUMENTS FOR PAINTING THIS FALL

Continued from page 50

with due consideration of developments that are shaping themselves all over. It applies to many other lines as well as the paint trade.

The fall painting arguments being advanced in the "Save the Surface" advertising and the "clean-up and paint-up" campaigns have created one of the grandest opportunities that has ever been presented to the retail paint and varnish merchant. It is up to him to cash in on the present psychological condition created by these two campaigns, and the local economic conditions mentioned at the beginning of this article.

If he will take advantage of these, he will do his full share in paving the way towards making 1922 the greatest paint and varnish year.

CANADA'S IMPORTS AND EXPORTS OF PAINT, VARNISH, COLORS, ETC.

U. S. imports from Canada of zinc oxide, sulphide and lithopone, in August 1921, amounted to 204 lbs. while other paints to the value of $8,598 were imported. Linseed oil to the amount of 82 gallons was imported. U. S. exports of dry colors to Canada in that month amounted to $16,134 while other colors were imported by Canada from the U. S. to the value of $21,163. Red lead amounting to 18,427 lbs. valued at $1,452 was imported and white lead, 4,683 lbs. valued at $318. Linseed oil to the amount of 102 gals. valued at $92 was imported. U. S. exports of ready mixed paints in that month to Canada totalled 6,322 gals. valued at $7,070. Varnish to the amount of 5,945 gals. valued at $7,926 was imported by Canada. Zinc oxide to the amount of 280,946 lbs. valued at $21,793. All other paints valued at $54,472 were imported from the U. S. in August.

NEW FACTORY FOR BRIDGEBURG

Bridgeburg, Ont.—The Canadian Tool Company is arranging for temporary factory space, but plans to construct its own plant later.

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST

Varnish Stain

This is an article for which a steady market exists. This handy preparation stains and varnishes at one operation, dries hard in twelve hours with a durable gloss and gives a handsome imitation of the natural wood.

In these days housewives are handy with the paint brush. The salvaging and renovation of old chairs, tables, and other furniture has become a recognized part of house cleaning. Make the most of this with good displays and tactful suggestions of uses for Hillcrest Varnish Stain. The Hillcrest Salesman has good tips on this.

We also Manufacture

Hillcrest Colors in Oil, Hillcrest Colors in Distemper, Hillcrest Colors in Japan, Hillcrest Porcelain White Enamel, Hillcrest Ebony Black, Spanish Enamel, Hillcrest Bath Enamel, Hillcrest Motor Car Enamel, Hillcrest Paste Filler, Hillcrest Crack Filler, Pearcy's Pure Prepared Paints, Hillcrest Barn Red Paint, Hillcrest Outside Gloss White, Hillcrest Inside Flat White, Hillcrest Aluminum Paint, Hillcrest Carriage Paint, Hillcrest California Gold Paint, Hillcrest Graphite, Machine Paint Liquid, Hillcrest Orange Shellac, Hillcrest White Shellac, Hillcrest Oil Stain, Hillcrest Varnish Stain, Hillcrest Shingle Stain, Cottage Shingle Stain, Hillcrest Varnishes—all kinds, Hillcrest Pure Lead, Hillcrest Bronzing Liquid.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

Watch For Our Semi-Monthly Bulletin Next Saturday

Weekly Paint Markets

MONTREAL

MONTREAL, October 20. — Linseed oil, with quotations 2 cents higher, occupies the feature attraction in paint circles this week insofar as price changes are concerned. Other products, while remaining unchanged, are without exception firmer in their undertone.

The advance in prices on linseed oil is the result of a slightly improved condition in the market, but is accepted by many as only the result of fluctuations which have featured the oil market for some weeks past. Although a slight reaction may be looked for it is not expected to be of any great extent and present levels will in all probability hold fairly well during the following weeks at least. Turpentine has made slight advances in the South, but locally it is holding firm. There are a few expectations of much higher prices than those now ruling, but from present indications there is little likelihood of a recession. Shellac remains unchanged with previous quotations holding and the market also firm. Stocks are not heavy and if dealers are forced to purchase for replenishing stocks, an advance in quotations is likely, as outside markets are very firm with price increases recorded in some quarters. Putty and white lead show no alteration from the previous weeks either in prices or market tendencies.

Immediate requirements and bookings are still causing activity among the paint houses, both factors contributing to a satisfactory volume of business. Prices on all paint, varnishes and specialties remain at the recent revision with a firmer tone in most lines owing to an increase in the cost of many raw materials. Importers of window glass now report a shortage of supplies, due mainly to many Belgian manufacturers closing down recently. Prices are therefore somewhat strengthened and held firmer to the Montreal net list.

LINSEED OIL QUOTED 2 CENTS HIGHER

Montreal.

With a slight improvement noticed in the linseed oil market, prices are advanced 2 cents per gallon, bringing the quotations to 88 cents for raw and 90 cents for boiled oil in one barrel lots. The higher standing of the market at present is accepted as more or less of a temporary nature and the future is still held uncertain. Fluctuations continue, and much of course, depends on the demand, as this usually holds very well until the close of the year, commencing again in the very early spring. Outside markets also report a slight advance this week, crediting the cause to the Argentine and a rise in exchange value. Current local quotations are the following:

LINSEED OIL—

	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 88	0 90
3 to 5 barrel lots, per gal.	0 86	0 88

Less barrels, add 10 cents per gallon.

FIRM TONE CONTINUES IN SHELLAC

Montreal.

The general situation on shellac remains unchanged this week, quotations holding firm at previous levels. Business continues seasonably light, the firm tendency offered by the strength of gum shellac. With the scarcity of demand on the local market, stocks are in fair shape, this being the factor in holding present prices. It is stated that if new supplies had to be bought at the present time, prices would have to show a slight increase as the conditions on the outside market are defined as "stocks light and business picking up." Quotations for the present locally are:

SHELLAC—

Orange shellac, in barels	$4 15
Do., in one gal. jugs	4 50
White, in barrels, or 5 gal. jugs	4 65
Do., in one gal. jugs	5 00

TURPENTINE FIRMER: NO PRICE CHANGE

Montreal.

The current local quotations on turpentine still hold at $1.07 per gallon in one barrel lots, with the undertone a little firmer than last week. A slight advance is recorded on the Southern market, following the easier tone in the past week when the market receded from the previous gain and spurt in quotations. Locally dealers are still of the opinion that turpentine cannot be sold with prices much in advance of present figures, as when it was selling at $1.15 the demand immediately fell off. The demand is fair, and although paint manufacturers are cautious in their buying, their requirements will still offer a fair amount of business. Stocks also are by no means heavy, and although ample for present needs, any spurt in demand would add further to the now unsettled outlook. It is stated in some quarters that present prices are fair buying figures, but it is likely that purchasers will still hold off and await future developments. Following are existing quotations.

TURPENTINE—	Imp. gal.
1 barrel lots	$1 07
2 to 4 barrel lots	1 05
Broken lots	1 17

ACTIVE SEASONABLE DEMAND FOR PUTTY

Montreal.

The anticipated increase in demand for putty is now being realized, and with the season now well on hand sales are being forwarded in satisfactory numbers and volume. To the latter it might be said that quantities are not as heavy as in past years, but this offers no discouragement as it is felt the buying movement will continue to greater length than in past seasons. Prices are steady to firm at the following levels:

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk barrels, 800 lbs.	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
1-lb. tins	8 75	9 25	9 50

Pure Linseed Oil Putty, $1.50 per 100 lbs. ad-

SATISFACTORY VOLUME OF PAINT SELLING

Montreal.

Activity continues the key-note of reports from paint manufacturers on present business. Immediate requirements of dealers throughout the outside territories are still coming to hand in satisfactory volume. The present fall has offered ideal weather so far, for outside painting and there are yet a number of weeks before a cessation will be necessary. Bookings are also lending encouragement for next year. These, while not as numerous up to the present, as other years, are in many cases of greater volume. Shipments for future are only being forwarded to the outlying districts, those closer to the manufacturing centres being held for winter and early spring months. Prices on all paints, varnishes and specialities are holding at latest revision with the undertone firming in most cases during the past few weeks when the cost of many raw materials have shown slight advances. A steady situation, however, is looked for in the paint industry for the coming months.

SHORTAGE OF WINDOW GLASS CAUSES FIRMER TONE IN MARKET

Montreal.

During the past two weeks local stocks of window glass have become lighter, until at present, dealers are more than a little concerned over the situation. Imports from Belgium have not been arriving, and now comes the report from that field that many manufacturers are closed down and shipments will not be made. Reasons for the cessation of glass manufacturing

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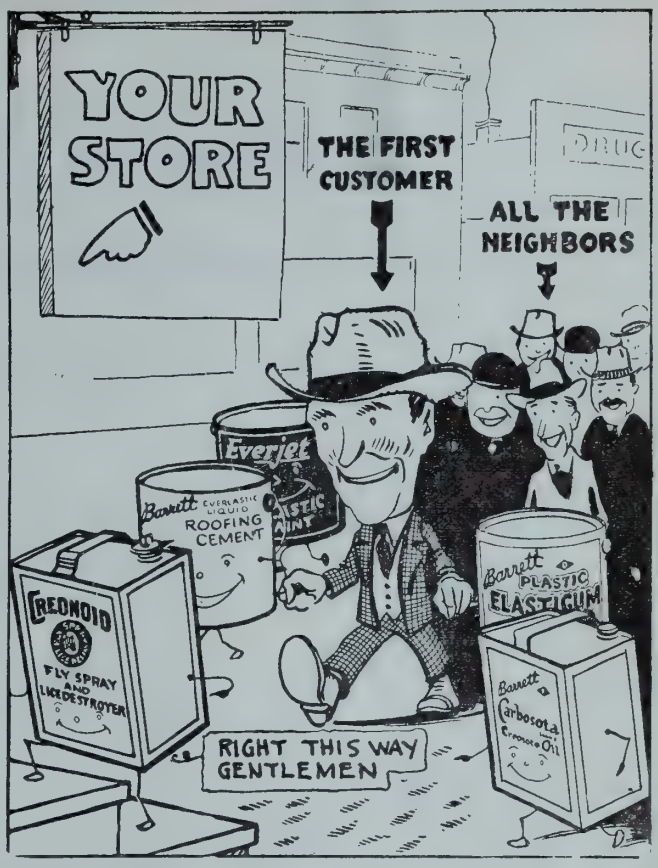


You make the first sale—then the Barrett Specialties bring in the customers and sell themselves

Big nation-wide advertising and a reputation for dependable products have made the name "Barrett" a tremendous selling force. It's like a magnet drawing trade into your store. And when a customer buys the famous Barrett Specialties, he'll find them so far ahead of competitive brands that he'll be sure to tell his friends about them—and come back for more himself.

Our records show that the popularity of these high grade Barrett Specialties is increasing by leaps and bounds. Lay in a sufficient supply of them—and **your** sales will soon show profits piling up at a rate that will do your heart good.

There is Creonoid, the ever popular fly-oil, lice-destroyer and cow-spray, which makes the farmers' profits greater by ridding livestock and poultry of troublesome flies and lice.

There is Everjet Elastic Carbon Paint—a glossy, black, durable paint, which prevents rust on all outdoor metal work, and prevents corrosion in metal exposed to the action of steam, acids, and alkalies. A proven protective paint for every purpose.

And Plastic Elastigum — a "plastic cement of a hundred uses." It repairs leaks in roofs and flashings, re-lines gutters, stuffs cornices—and does a multitude of other things. It is waterproof, plastic and extremely durable.

Old prepared and "rubber" roofs can be made as good as new with Everlastic Liquid Roofing Cement. Easy to apply and dries quickly, closing up the small holes, making the roof waterproof and weather-proof.

Carbosota is a liquid creosote oil used for the preservative treatment of structural timber, by means of Open Tank process or surface treatments. It offers a practical means of reducing losses from wood decay and may be employed by anyone.

WINNIPEG
VANCOUVER
HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL
TORONTO
ST. JOHN, N. B.

MONTREAL PAINT MARKETS

(Continued from page 54)

to quite an extent are indefinite at present, reports stating the recent quiet market and prevailing prices are the chief causes. Whatever the cause, it is unfortunate that a scarcity should prevail at this time, and some importers are now anxious regarding their future business.

This has caused a firmer tone in the market, and while prices remain at Montreal net list, the extra 10 per cent is not offered to such an extent as formerly. The opinion is expressed in some quarters that prices will advance if there is no relief in the near future. This is not taken seriously as yet, however, and for the present the market is much firmer at previous quotations, found on current market pages.

TORONTO

TORONTO, October 30. — Linseed oil supplies the chief price development on the paint markets this week, a further decline of 3 cents per gallon in one and two barrel lots; and in boiled to 90 cents per gallon. The downward revision is attributed to the recent easier prices on flax seed markets, and the movement to an easier price tendency has been accentuated locally through reported lower quotations appearing on the current markets. Reports recently received from other primary markets show that business is of a light nature, and generally spasmodic. No large sales have been recorded for some time. English oil has also been a factor in the easier price levels on southern markets, as this can be purchased, duty paid, at a figure below that offered by domestic producers. The bulk of the present activity is said to be against previously placed contracts.

Turpentine markets have been quite during the week, with prices holding firm and unchanged. There has been little new business, the prevailing buying movement being for immediate requirements. It is inferred that consumers are in the southern primary turpentine markets, but at present are content with smaller quantity purchasing, pending future price developments. Prices on Savanah markets are reported as unchanged, with the export demand having fallen off considerably.

Shellac gum has recently been advancing in price, and this strength is reflected with a much firmer tone in shellac quotations. Current sales for white lead in oil have shown signs of slackening, but there continues a fair movement in paints and the allied products. Window glass and putty are commencing to develop normal Fall activity, with prices on window glass being firm, owing to a temporary shortage in some sizes.

LINSEED OIL QUOTATIONS ARE AGAIN LOWERED

Toronto.

A further decline of 3 cents per gallon is announced this week on both raw and boiled linseed oil. This change brings quotations to 87 cents per gallon on raw in 1 and 2 barrel lots, and 90 cents for boiled. The weakening of oil prices is attributed to the easier quotations on flax seed, coupled with the lower price levels that have developed locally. As reported in a recent issue of Hardware and Metal, the current demand for linseed oil has fallen off considerably, with buyers adopting a waiting attitude. Following are the revised quotations:

LINSEED OIL—		
1 to 2 barrel lots, per gal.	0 87	0 90
3 to 4 barrel lots, per gal.	0 86	0 89
6 to 9 barrel lots, per gal. ...	0 84	0 87

Less barrels, add 15 cents per gallon.

TURPENTINE PRICES HOLD WITH STOCKS LOW

Toronto.

While the price on turpentine is practically unchanged this week, stocks are stated as being fairly low, and the firm undertone generally prevails. The recent higher price levels at southern primary markets are still holding, principally due to the fact that large distributors are not in possesion of very much turpentine at present, and Japan and South American consumers have manifested increased interest in market offerings. There is comparatively little turpentine being exported to Europe, but orders for immediate requirements supply the chief activity. At the advanced quotations ,there have been no sales of consequence reported. The following prices are generally in effect locally:

TURPENTINE	Imp. gal.
1 barrel lots, ...	$1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton London, Brantford, Collingwood, Guelph, Windsor, or Montreal, but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots, 15 cents per gallon additional.

LOOK FOR SEASONABLE SALES IN PUTTY

Toronto.

The general situation in putty is quoted as fairly satisfactory, with the current sales steadily increasing in volume. The recent price reductions, coupled with the usual brisk seasonable activity, supply grounds for optimistic expectations for a fair proportion of trading during the fall season. Prevailing quotations follow:

PUTTY— Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk bbls ... .$	4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	6 45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities . ..	6 95	7 45	7 70

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities

FIRM TONE IS EVIDENT IN SHELLAC MARKETS

Toronto.

The current demand for shellac on the primary markets is stated as good, and price levels are very firm. Shellac gum quotations have recently advanced, and the general market tendency in shellac points toward higher price levels at present. Whether any marked development in this direction will materialize, is dependent upon the duration and force of the present trend. The range in quotations previously in evidence on the local markets has now been evened up to some extent.

STOVE PRICES STABLE

(Continued from page 33)

head costs is not in keeping with the tendency toward economy and efficiency which is recommended to the trade today.

Retailers Hesitating

Discussing the various tendencies of certain classes of trade Mr. Gurney pointed out that the conditions outlined apply equally to rural and city trade. Merchants in both cases are restricting buying and in many cases to the point where actual loss of possible business is resulting. Considerable repair business has been done on stoves and furnaces by these merchants' customers during the past two years but Mr. Gurney is of the opinion that the time has come when the merchant should take steps to point out the false economy of carrying this plan too far with the resultant effect of having a repair business permanently take the place of much of his former stove business.

In some cases the hesitancy of some merchants to base prices on replacement values is said to be holding up a return of normal stove activity. Particularly in the rural districts where the farmer has had to take reduced profits on his products, is this tendency exerting the greatest effect, for farmer customers hesitate to buy when they fail to see any reduction in prices from those of the high price level period. Mr. Gurney's advice to these retail merchants is to base prices on replacement values, as manufacturers and others have been forced to do, in the interests of a more rapid movement of merchandise and the encouragement of confidence on the part of buyers. Such a plan it was pointed out will help to stimulate turnover and the merchant who follows this plan will benefit as much as anyone. Credit and collection conditions were said to be in very good condition.

A point emphasized by Mr. Gurney was that while orders are forthcoming in small quantities yet the total business for the season will probably be found to compare very favorably with the past. Meanwhile he points to the dangers of salesmen and others unconsciously spreading depressing propaganda by classing trade of this nature as "poor business" because "business is not poor, it is good."

2 Kinds of Advertising

The first kind of advertising is what we ***say.***

The second kind is what the brushes ***do.***

Both kinds are good—but the second kind is best.

Through the pages of newspapers, magazines, farm journals, by signs and posters, we say to the public: "Rubberset Brushes defy destruction---the bristles are gripped everlastingly in hard vulcanized rubber---Rubberset brushes must make good---or *we will!*"

These are the claims we make.

These are the claims we substantiate. That is the advertising which sends people into your store to buy Rubberset Brushes.

The second kind of advertising is done by Rubberset Brushes themselves.

They do hold their bristles!
They do defy destruction!
They make good!

Do you handle the original and genuine Rubberset Brushes?

"There is a *Rubberset* Brush for every use to which a bristle brush is put."

Rubberset Brushes are a profitable, satisfactory and clean-cut line to handle.

Write your jobber re Rubberset, or drop us a line.

RUBBERSET COMPANY, Ltd.

Factories:

Toronto and Gravenhurst, Can.

Brushes Bearing this trade mark

Are Made in CANADA

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S. Mush ..	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush. .	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle ...	....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ...	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W..	38 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter .	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special ...	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto. $16.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz. ..	14 25	15 50
Hunters' axes, doz..	13 50	14 50
Single bits, doz. ...	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...$0 50 Group 3 .$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6... 2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 7½ per cent.

Gilmour Eye Augers, add 5%.

Irwin auger bits, list plus 5%.

Irwin car bits, discount 5% off.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING — Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS (Wash) Zinc. — Dozen

Baby Globe	$2 70
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	6 45
Neptune	6 85
Newmarket King	6 45
Pony	2 70
Royal Globe (zinc)	5 85
Solid Black Globe (zinc) ...	6 60
Standard Globe	5 85
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.

BOILERS (Range)

	each
30 gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts. ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

[illegible] add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS — Base

Sheets, base, Montreal	0 25
Do., Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto	0 20
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS — Doz.

No. 5, 4 strings............	$ 6 65
No. 5, standard............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS — Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36: No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0. $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10 per cent. f. o. b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 5[illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net list; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	1 85
No. 121	2 00
27	2 65

CATTLE—

98	2 40
100	3 35

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 30	0 26
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 28
Plain Tinned, 16 oz. and heavier, lb. ..	0 37	0 35
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 40
Tubing, lb.	0 34	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.c.b. Toronto and Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton. London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS— — Doz.

Cast, Champion, 5 inch ...	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c; 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

Continued next page.

Are You Ready For A Big *SKATE Season?*

You may have noticed that a "soft" winter is almost always followed by a "hard" winter. Therefore if "Nature" runs true to form a hard, cold season is coming.

Why not go over your stock now and check up your different models of C. C. M. Automobile Skates?

Is there a danger of running short of certain models and sizes and losing sales?

Sorting orders can *now* be filled complete.

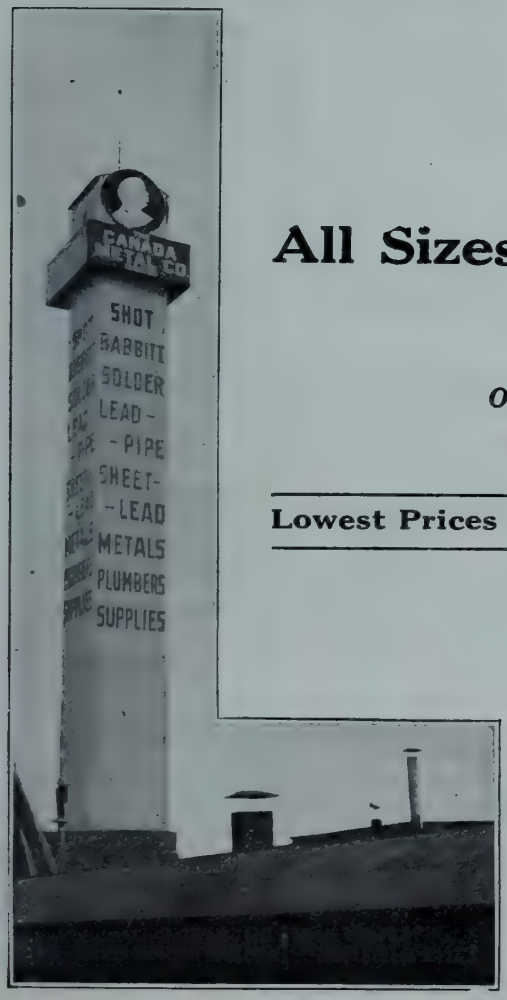
C·C·M· *Automobile Skates*

Made-in-Canada By
Canada Cycle & Motor Co., Limited
WESTON, ONT.

Montreal, Toronto, Winnipeg, Vancouver.

Also Makers of

C.C.M. "Bob" Skates and C.C.M. "Perfection" Ankle Supports.



SHOT

All Sizes **25 lb. Bags**

Kegs or any weight

Our Shot Tower overlooks the Toronto Exhibition Grounds. The highest Tower in the Dominion.

Lowest Prices **Highest Quality** **Immediate Shipment**

ALSO

SHEET LEAD **BABBITT**
SOLDER **LEAD PIPE**
NAILS **WIRE**

THE CANADA METAL CO., LTD.

Toronto Montreal Winnipeg Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper nk, 50%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60 5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Iron fittings	20%	25%
Malleable bushings	30%	28%
bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 55	0 68
B	0 23	0 33
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES— Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS. LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie. 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS Per Doz.
Dodson $4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, list plus 10%; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING Per Doz.
No. 3 .... $10 25
No. 4 .... 11 25

HATCHETS, SHINGLING
No. 1 .... $10 25
No. 2 .... 11 25

HATCHETS, BARRELLING
Nos. 50, 60 .... $15 75

HATCHETS, CLAW
No. 7 .... $12 25
No. 8 .... 13 00
F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater $12 00
Heatray Heater 14 00
Discount 22%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ... .. Doz. sets.
Clark's No. 1. .... $2 22

HINGES, SPRING
No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corugated, ½ in., 100 ft... $16 00
Do., ⅝ in., 100 ft. 18 00
Do., ¾ in., 100 ft. 21 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)
Potts, polished, per set 2 12
Potts, nckel plated, per set 1 95
Potts handles, japd., grs. .. 20 75
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain or jap'd $12 00
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases .... 1 00 doz.
Cold Blast genuine rubq. 5 40 doz.
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES— Per doz.
Steel Thumb, No. 2 .... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 3 50
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century. Electric	160 00

F.o.b. Montreal, Toronto, Hamilton.

	List each
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $11 50
Pick, doz. 11 50
F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS—

		Doz. net.
Liquid Veneer		$20 00
O-Cedar, less handle		14 00
Do., with handle		16 00
S. W. Mops, complete		4 75
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 25
Crank wringing	7 00	9 00
Smarts'		4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.25 base.
Owen Sound or Collingwood, $4.25 base.
F.o.b., Montreal, $4.25 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.
Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

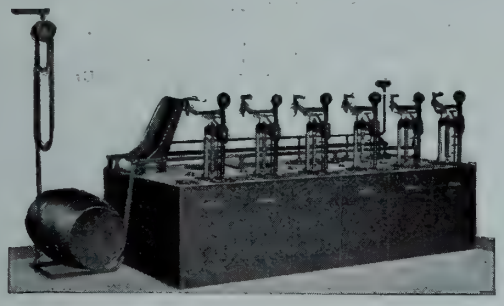
Absolute Safety in Handling Paint Oils

Dealers are assured of a minimum fire hazard when they handle their paint and lubricating oils with Bowser Equipment.

Bowser Equipment has never started or contributed to a fire.

Bowser also combines Great Economy with this Safety. The all-metal, evaporation-proof Tanks prevent leakage and gumming. The Piston-Type Measuring Pumps deliver exactly the amount of oil required directly into the container.

There can be no waste—and the oil is kept *clean*.



Write for Illustrated Booklet C-16

These same Bowser Features also enable you to give better service. This increases your patronage and profits.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., LTD.
66-68 Fraser Avenue, Toronto, Ontario

BOWSER ESTABLISHED 1885
PISTON-TYPE MEASURING PUMP

Beath Barrels Build Business

Buy and sell your liquid stock in better containers. Make your heavy oil business a shelf business. Beath's build steel barrels in capacities of
5 - 10 - 12½ - 15 - 25 - 30 - 45 - 50 - gallons.

"What the shipper puts in the consumer takes out"

Write for information

Beath WELDED STEEL Tank

Beath WELDED STEEL Barrel

W. D. Beath & Son Limited

394 Symington Ave., Toronto.

Stove

All sizes of Clear Mica in stock for immediate shipment.

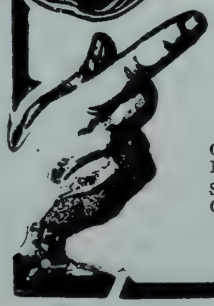
Price List on Application

Mica Electrical Insulation of Every Kind.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

Mica

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

NAILS (HORSE)

Size C Brand
...pewell— Per 25-lb.box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12............ 5 75
Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5/8"	$20 25
4	1 3/4"	10 25
5	1 15-16"	5 25
6	2 1/8"	5 00
7	2 16-16"	4 75
8	2 1/2"	4 75
9	2 11-16"	4 50
10	2 7/8"	4 50
11	3 1-16"	4 50
12	3 1/4"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1 1/2 inch mesh and 19 ga. wire.
12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 42 inch...$12 00
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch...20 00

3/4 inch mesh and 20 ga. wire.
24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

1/2 inch mesh and 22 ga. wire.
24 inch..$16 50 36 inch...$24 00
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal,
Canadian netting, 2-in. mesh, net.
1-in. mesh, net.

American netting, 1-in. mesh, net.
Invincible— Per rod
1848 ... ... 0 80
2060 ... ... 0 88
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 85
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ....$17 00
Plumbers' 7 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 20
Palacine, gal. 0 23
Gasoline, net, gal. 0 32 1/2
Above prices net.

Gallon
Black oil (summer) 0 21.1
Black oil (winter) 0 21.6
Capital, cylinder 0 78.1
Mach. oil, reg. grades 0 46.6
Imperial gas engine oil.... 0 59.1
Paraffine 0 22.5
List, less 15% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy $1.10
List less 15 per cent.
Polarine, medium, list.... 1 05
Polarine, heavy, list 1 05
Polarine, ex-heavy, list .. 1 40
List, less 25 per cent.
Gargoyle Mobiloil E and
Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net 0 11
Do., tank waggons, net .. 0 10
Do., tank cars, net 0 09
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS
See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 13
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch	$1 35	1 35
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 45	1 45
No. 2	1 00	1 00
Elephant Brand, tarred, No. 2	1 00	1 00
Sprprise Fibre	0 80	0 80
Empress Dry Sheath'g	....	1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 35	1 35
Do., tarred	1 45	1 45
Joliette Sheathing	0 70	0 70
Do., tarred	1 00	1 00

Per 100 lbs.
Monarch Sheathing, white .. 5 75
Do., gray 4 75
Straw sheathing, heavy dry . 3 50
Red Star heavy tarred straw 3 80
Imp. White Sheathing .. 5 75
Imp. Grey Sheathing 4 75
Scythe Brand dry straw ... 3 50
Spruce Sheathing, 36" and 72" wide 7 25
Asbestos Sheathing 10 00
Carpet felt 3 90
Tarred felt, 7, 10 and 16 oz 4 00
F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast
In barrels, 250 lbs., lb....... 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19
Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—
Clay— Montreal Toronto
5 to 6 lbs, doz. .....$9 00 $ 9 00
6 to 7 lbs., doz. 10 00 10 25
Rock—
7 to 8 lbs., doz. 11 00 11 25
F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) $2 25
4 gross (cartons), 4 in....... 2 25
Spring, 2 grs. box 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921
Standard Butterweld Pipe S-C.
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
1/8 in.	$ 6 00	$ 8 00	$	$ ....
1/4 in.	4 20	6 30	7 20	9 30
3/8 in.	4 20	6 30	7 20	9 30
1/2 in.	5 36	6 97	7 48	9 10
3/4 in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1 1/4 in.	12 42	16 10	17 48	21 16
1 1/2 in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2 1/2 in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3 1/2 in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2 1/2 in.	35 10	44 46	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3 1/2 in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4 1/2 in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 25%
4 in. 30%
5, 6 in. 30%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. 40-10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $13 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 75
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA
Prices nominal. Montreal. Toronto
Do., 60 sheets .. 6 00 5 65
Ordinary, 52 sheets.. 5 80 5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box ...$ 17 75
20x28xIC, 112s, box 18 25
20x28 IX, 112s., box 20 50
20x28 IXX, 56s., box 11 75
20x28 IXXX, 56s., box 12 50

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
1/2-gal. cans 20 00
1-gal. cans 28 00
Net.
Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PULLEYS— Doz.
Axle—No. 1, 1 3/4 inch ... 0 80
Do., 2 inch 0 90
Do., 2 1/4 inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 .. .. 6 00
No. 80 ... ... 8 00

PUMPS, REDWING
No. 0.....$6 85 No. 4....$12 75
No. 1..... 7 50 No. 5.... 15 25
No. 2..... 8 75 No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Copper rivets, usual proportion of burrs, 32 1/2% off; burrs, add 10%.
Extras on Copper Rivets, 1/2-lb pkgs., 1c per lb.; 3/4-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London

ROOFING.
Toronto
Samson, 1 ply, roll ......$ 2 65
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.
Everlastic Liquid Roofing cement—
Per gal., in bbls... 0 70 0 70
5 and 10 gal. lots, gal. 0 85 0 84
1 gal. cans, gal., doz. 10 50 10 50
Coal Tar (refined), bbl. 10 25 10 50
Coal tar (crude) ... 9 00 9 24
Roofix Roofing Cement—
In bbls., per gal........... 0 60
In 1/2 bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz......... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 19
New Zealand hemp basis 0 19
Sisal basis 0 17
Above quotations are basis prices, 3/4 in. and larger diameter. The following advances over basis are made for smaller sizes:—5/8 in., 1/2c; 9-16 to 7-16 in. inclusive, 1c; 3/8 in., 1 1/2c; 1/4 and 5-16 in., 2c 3-16 in., 2 1/2c extra.
Single lathe yarn basis.. 0 17
Double lathe yarn 0 17 1/2
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, 3/4 in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application
Cotton, 1/8 in. 0 51
Do., 5-32 in. 0 50
Do., 3-16 in. 0 47
Do., 1/4 in. and up 0 45
F.o.b. Toronto, Montreal, London Welland, Hamilton.

SANDPAPER
B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% en list.
F.o.b. Montreal and Toronto.

SCALES
Champion List Net
4 lb. .... $ 6 60
10 lb. 8 65
240 lb. 12 65
600 lb. 35 80
1200 lb. 43 00
2000 lb. 57 10
2000 lb. drop lever 64 75
Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908.
Wood, F.H., bright 77 1/2%
Wood R.H., bright 75%
Wood, O.H., bright 75%
Wood, F.H., brass 70%
Wood, R.H., brass 67 1/2%
Wood, O.H., brass 67 1/2%
Wood, F.H., bronze 65%
Wood, R.R., bronze 62 1/2%
Wood, O.H., bronze 62 1/2%
Square cap 40%
Hexagon cap 40%
Set Screws 45%

SCREWS, IRON BENCH, No. 14
1 in. $12 20
1 1/8 in. 14 70
1 1/4 in. 16 90

SCYTHES Doz.
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

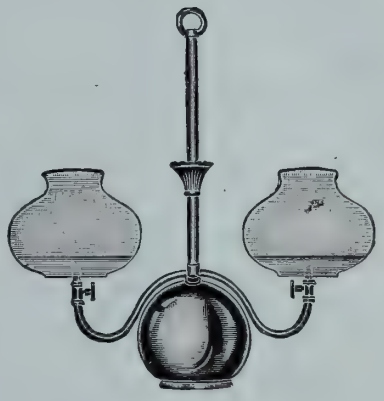
SOLDER, BAR
See weekly report.

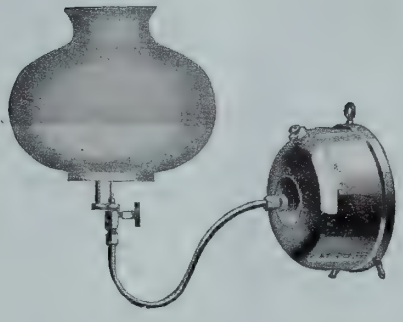
SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

COLEMAN
Church and Store Lighting Fixtures

Right NOW is the time to get your share of the worthwhile and steady profits that come to dealers who handle the Coleman QUICK-LITE Line of Lighting Systems. Everybody wants good light at the lowest possible cost. And that's what you can give them with QUICK-LITE Lighting Fixtures, Lamps and Lanterns.

Right in your locality there are many Stores, Churches, Schools and Public Buildings where QUICK-LITE Chandeliers can be installed to advantage. Nothing like them for good light and plenty of it—at low cost. Get after the business!





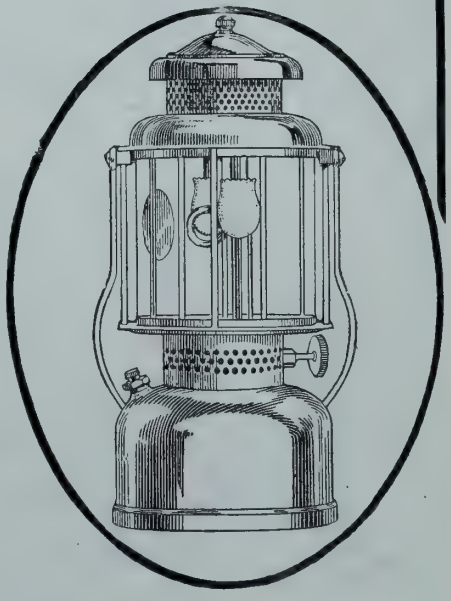
Coleman Quick-Lite

Complete Lighting Systems
MADE IN CANADA

Sell themselves by the wonderful pure white light they give. 300 candle-power brilliance from each fixture, lamp or lantern. Make and burn own gas from common motor gasoline. Clean, Safe, Economical.

Put some QUICK-LITE Fixtures, Lamps and Lanterns in your store and windows. Light them. Then watch your sales grow!

Our advertising throughout the Dominion and our many sales helps aid you in selling this nationally known line. Write to your jobber, or direct, for particulars.



THE
COLEMAN LAMP CO. Ltd.
Queen St. East and Davies Ave.,
TORONTO

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—	50 ft. Challenge, Stl.	4 95
103—	50 ft. Reliable Jr., Stl.	5 25
243—	50 ft. Rival, Steel ...	4 40
553—	50 ft. Steel	3 95
1243—	50 ft. Rival Jr., Steel .	4 06
603—	50 ft. Metallic	3 17
604—	66 ft. Do.	3 54
403—	50 ft. Linen	2 39
		Dozen.
713—	50 ft. Ass Skin	6 15
714—	66 ft. Ass Skin	7 37
143—	3 ft. Steel Pocket ...	7 27
145—	5 ft. Steel Pocket ..	9 20
175—	5 ft. Linen Pocket .	6 35
165—	5 ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 84
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades....	45	45	45
Draining Tools	45	45	45
Hollow Back Scoops	45	45	45
Sand Shovels	45	45	45
Hollow Back Shovels	45	45	45
Hollow Back Coal Shovels	45	45	45
Riveted Back Scoops	45	45	45
Miners' Spring Point Shovels	45	45	45

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe Findings—List adopted October 10, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 60
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 15%
Regrinding Valves 10%
Swing Check Valves....... 5%
Compodisk Valves 10%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

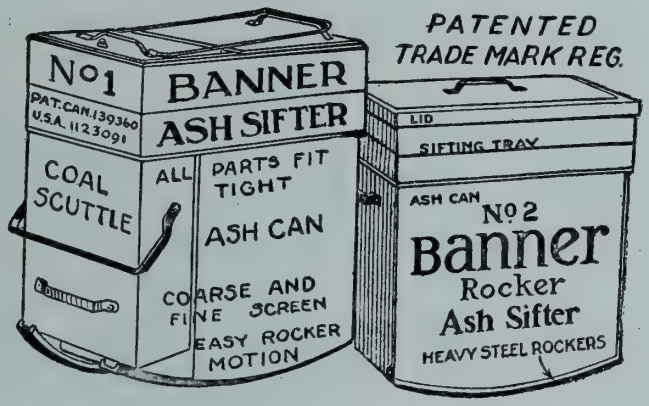
WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 275

BANNER ASH SIFTERS



Manufactured by

THE BURROWES MANUFACTURING CO.

607-611 KING ST. WEST, TORONTO

THIS IS THE CAN

that saves coal, labor, temper—eliminates dust, dirt and profanity. You can shake it, but you can't beat it!

TINKER TOM.

P.S.—Made of course from **PREMIER GALVANIZED SHEETS.**

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-06½
Drop black, pure dry	12-15
Golden ocre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 06
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—	per gal.
Ad-el-ite, white	$4 25
Ad-el-ite, tints	4 00

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralie	5 95
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	5 00
Invincible	6 00
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	5 00

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

GLASS LIST	Star or Double 16 oz. or 24 oz.	
Case lots.		
Up to 25	$ 5 50	$ 9 05
26 to 40	6 95	11 40
41 to 50	7 65	12 55
51 to 60	7 95	13 05
61 to 70	8 35	13 65
71 to 80	8 80	14 40
81 to 84	10 30	17 70
85 to 90	10 85	18 55
91 to 95		20 80
96 to 100		22 60

GLASS PLATE.
Cut size sheet glass, 75% off November, 1920 list.
Montreal 60% off.
Montreal 70% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per Maritime differential 50c per 100 lbs. over Montreal.

100 lbs.	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20

LINSEED OIL
Elephant Genuine 13 25 13 70
B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$10 25
Genuine, 100 lb. casks	11 25
Less quantity	12 75

F.o.b. Montreal, Toronto.
Lead (red in oil)
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1. $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—

Fly, Creonoid—	
Barels, per gal.	$ 0 60
Half-barels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wal, colors	3 75
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O P W. Flat Wall, white	3 85
O P W. Flat Wall, colors	3 75
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	4 45
Maple Leaf, colors	4 10
Maple Leaf, floor	3 95
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	3 85
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels		0 45
Half-barrels		0 50
5s and 10s		0 60

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—	Per 100 lbs.	
In barrel lots		
G., medium grade	5 00	7 50
Water white	7 00	9 50

SHELLAC	Pure White. Per Gal.	Pure. Orange. Per Gal.
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 60
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 60
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal.	cans
B.-H. Floors		4 08
B.-H. Maritime Spar		5 13
B.-H. Hard oil		2 76
B.-H. Gold Medal		3 42
Elastilite		3 85
Granitine Floor Finish		3 85
Hydrox Spar		3 95
C.P.C. Sun Varnish		4 30
Glidden Wearette		3 90
Glidden Floorete		3 90
C.P.C. Sun Aero Spar		4 50
C.P.C. Sun Waterproof Floor		4 40
I.V. Elastica. No. 1		4 89
Do., No. 2		4 48
Do., Floor		4 00
Jasperite Interior and Exterior		3 75
Jasperite Indestructo, floor		3 75
Jasperite Pale Hard Oil		2 75
P. & L. No. 61		5 00
Jamieson's Copaline		4 00
M-S Marble-Ite Floor		4 22
M-S Wood-Var.		4 06
M-S Durable Spar		5 13
M-S Finest Interior		4 87
Moorlastic Floor		4 25
T. 45 Floor		3 50
Moorvar Interior		3 25
Moore's Spar		5 00
Elastic Interior		3 14
Mar-not		
Quick Action House		2 65
Rexspar		
Scar-Not		
Solpar, Spar Marine		6 00
Solpar House Spar		4 50
Solpar Floor		4 50
Solpar Interior		3 50
Kyanize Spar		5 15
Kyanize Cabinet Rubbing		4 85
Kyanize Interior and Floor		4 85
Luxeberry light		4 75
Luxeberry granite		4 90
Luxeberry spar		5 65
Ramsay's Universal		3 75
Ramsay's Agate Floor		3 95
Ramsay's 400 Hard Oil		3 25
Ramsay's, No. 720		3 00
C.D. Big 4" Exterior		5 00
"C.D. Big 4" Interior		4 50
"C.D. Big 4" Floor		4 40
C. D. General Purpose		4 15
C. D. Furniture		2 25
Dougall Univarnish, clear		4 40
Dougall Transparent, spar		4 90
Dougall Transparent, floor		4 40
Copalite		4 0
Adelite, No. 103, Floor		4 50
Adelite, No. 105, Flat		4 56
Adelite, No. 100, Spar		6 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 0
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.)	White.	Colors.
Frescota	$7 50	8 50
5-lb. pkgs.	9 00	9 00
Decotint	9 00	9 00
Coralite	8 50	9 50
Perfecto		0 40
Solpar		8 75
C. D. Wall Coating, white		9 25
Do., colors		

Hygienis Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$8 00	$9 00
100 lb. kegs,	9 00	10 00
Cases, of 25 pkts	10 50	12 00

WASTE
Cream, Polishing 0 19½ 0 20.

WHITE

XXX	0 18½	XXX ex.	0 17
XX	0 16½	XX grad.	0 16
X	0 15½	XLCR	0 15
XC	0 14½	X empire	0 14
		X press	0 13

COLORED

No. 1	0 13½	Fancy	0 14
No. 1A.	0 11½	Lion	0 12½
No. 17.	0 12½	Standard.	0 11
N. 1B.	0 10½	Popular	0 10
		Keen	0 09

Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 38
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	8 80 9 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 60
Champion white	0 50
Ad-el-ite paste	0 40

F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls 3 20

WOOD ALCOHOL ... Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.55
F.o.b. Montreal, Toronto, London

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

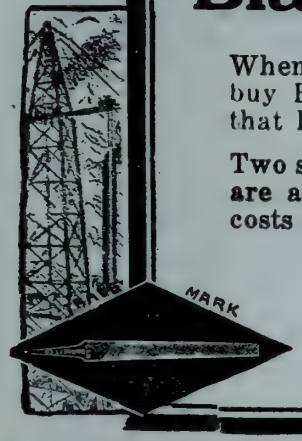
We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Window S RED Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$28 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	138 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

The "double' 'list is just twice the

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER

Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.

Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

ENAMELWARE

44%; over 8 in., 47%.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions, "Dart"—

¼ to 2-in.	29% off
⅛, 2½, 3½ and 4-in.	15% off
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face

	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including

No. 1	$18 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1 $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

½ in.	9 75
⅝ in.	12 00
¾ in.	13 00

IRON GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 60
Mrs. Potts, No. 50, set	2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2, Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85

Barn Door

5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums. $13.10 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Dowswell	$9 55
New Century	16 50
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 8	16 00
Self-wringing	[illegible]
Mop Handles	[illegible]

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	......	$ 10 50	$11 00
Empress	......	12 50	13 25
Daisy	......	7 75	8 00
Star	......	[illegible]	[illegible]
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 [illegible]
36 in.	10 [illegible]

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 20½
Gasoline	0 39
White Rose Gasoline	0 38
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 25
Black (summer)	0 32½
Black (winter)	0 33
Imperial kerosene tractor	1 35
Capital cylinder	0 96½
Castor machine	0 60
Imperial gas engine	0 65

Discount 10%.

Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	On application

Discount 25%.

Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	0 60
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 [illegible]

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Welvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M S. Red Schoolhouse	2 40
M S. Standard Barn	2 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O K. tarred	1 45
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	98 50
4½ in.	88 85	113 20
5 in.	103 60	132 09
6 in.	134 40	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $16.80 doz.; No. 353, $18.50 doz.; No. 355, $20.25.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	Ream	Star Quire	Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES— Doz

Bramble	$....
Bush	20 50
Excelsior	....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4 $19.68; No. 6, $20.38; No. 8, $21.08

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18 20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

STANDS Each

Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.30; Fort William, $5.95, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $3.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ...

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report

TWINE (WRAPPING) Lb

Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Coton, 4-ply, cones	0 48
Coton, 4-ply, balls	0 52

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs.

Sectional	$7 50
Solid	7 00

WELL WHEELS Doz.

Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 84
14 in	24 00

WHEELBARROWS Each

U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loo $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	....
15 inch	....
18 inch	....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

	Always Ready	— Dozen— Black	N. P
No. 1		$4 60	$ 5 00
No. 2		6 30	6 75

WRINGERS, CLOTHES Doz

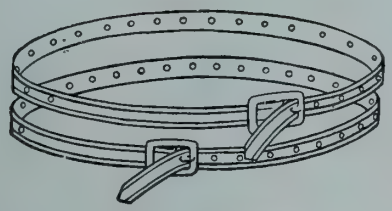
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

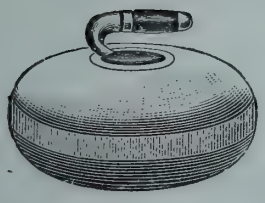
The Largest Wholesale Hardware Dealers in Canada

Winter Sports-- Winter Sales

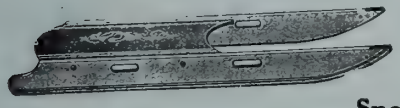


Skate Straps

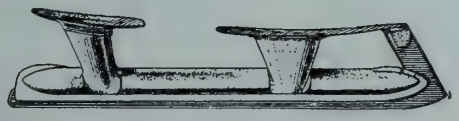
Star Skates



Kay's Excelsior Curling Stones



Snow Shoes All Kinds — Hockey Sticks



Genuine McCullough Hockey Skates

Norwegian Ash Skis

The favorable location of Ashdown Warehouses makes it particularly simple to obtain stocks of winter sport goods, promptly. Little time remains; these sales will soon be on with a rush. Let us have your orders now, for the celebrated Star Skates, Genuine McCullough Hockey Skates, Hockey Sticks, Pucks, Skate Straps, Snow Shoes, Norwegian Skis, Curling Brooms and the celebrated Kay's Curling Stones—red or blue hone.

Backed by Ashdown Service

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Wm. J. Brown, Montreal, Que.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Burrowes Mfg. Co., Toronto.
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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Wilkinson & Kompass, Hamilton.
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Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
The National Farming Machinery Limited, Montmagny, Que.
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AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Stanley Works, New Britain, Conn.

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W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
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Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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Jas. Morrison Brass Mfg. Co., Toronto.
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BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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BOLTS, HANGER SCREW
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BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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BOOT CALKS AND TOOLS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
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Jas. Morrison Brass Mfg. Co., Toronto.
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Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BEARINGS
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John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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Canada Cycle & Motor Co., Toronto.

BICYCLE PARTS
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Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
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BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn
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BRAKES
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Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
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Meakins & Sons, Ltd., Hamilton.
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Stevens-Hepner Ltd., Port Elgin, Ont.

BROOMS
Walter Woods & Co., Hamilton, Ont.
Stevens Hepner Co., Limited, Port Elgin, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Alex. McArthur & Co., Montreal, Que.

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The Dominion Oilcloth & Linoleum Co., Ltd.

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Walter Woods & Co., Hamilton, Can.

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Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Canadian Canoe Co., Ltd., Peterborough, Ont.
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD CHEMICALS
Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOTHING, ATHLETIC
A. W. Moyer, & Co., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOSETS, CHEMICAL
S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONCRETE REINFORCING TWISTED SQUARES
Burlington Steel Co., Ltd., Hamilton, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Myers Mfg. Co., Dresden, Ont.
The Sheet Metal Products Co., of Canada, Limited. Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Can. Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR STRIP
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYERS
Channell Limited, Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCE POSTS
The Burlington Products, Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FLAT SWATERS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Taylor-Forbes & Co., Ltd., Guelph, Ont.
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.
S. C. Johnson & Sons, Inc., Brantford, Ont

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St Remi, Que.
McClary Mfg. Co., Limited, London, Ont.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED PIPE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Glate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

GREASE AND OIL CUPS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

HEATERS, ELECTRIC
The Canadian Edison Appliance Co., Limited. Stratford, Ont.
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

HORSE SHOES
The Canadian Horse Shoe Co., Limited, Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que. Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
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INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont

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The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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The Hurley Machine Co., Limited, Toronto.

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London Rolling Mill Co., Ltd., The, London, Ont.

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The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont
Millers Falls Company, Millers Falls, Mass.

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Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

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The Aluminum Specialty Co. of Canada, Toronto. Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

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Bridgeport Hardware Co., Bridgeport, Conn.

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Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited Toronto.

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KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

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Landers, Frary & Clark, New Britain, Conn.

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Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
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Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
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F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.

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Christopher Johnson & Co., Sheffield, England.

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Sanderson Pearcy & Co., Limited, Toronto, Ont

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The Brainerd Mfg. Co., East Rochester, N.Y.

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The Canadian Tungsten Lamp Co., Hamilton, Ont

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont

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National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

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Pedlar People, Ltd., Oshawa, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Limited, Woodstock, Ont.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

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The Stratford Mfg. Co., Stratford, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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John Oakey & Sons, London, Eng.

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Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Canada Metal Co., Ltd., Toronto.

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Henry Disston & Sons, Limited, Toronto.
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Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

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Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

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LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCKS
The Belleville Hardware & Lock Mfg. Co., Belleville, Ont.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

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MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

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MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont

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METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

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The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

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MICA
Mica Co. of Canada, Ltd., Hull, Que.

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Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
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Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

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Canadian Winkley Co., Windsor.

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SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

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The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
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Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
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Canada Wire & Iron Goods Co., Hamilton, Ont
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Wm. J. Brown, Montreal, Que.
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The Dominion Rubber Systems, Ltd., Montreal, Que.
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McArthur-Irwin, Ltd., Montreal.
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The Ottawa Paint Works, Ltd., Ottawa, Ont
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G. F. Stephens & Co., Ltd., Winnipeg.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Still Mfg. Co., St. Thomas, Ont.

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Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Parmenter & Bulloch, Gananoque.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Wheeler & Bain, Toronto.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited. Toronto.

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PLIERS
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
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Goodell-Pratt Co., Greenfield, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limitsd, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B.S.A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doan Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.
McFarlane Douglas Co., Limited, Ottawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto,
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, On
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Beatty Bros., Fergus, Ont.
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
Lamarre & Co., St. Remi, Que.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS, WOOD
Beatty Bros., Ltd., Fergus, Ont

TAPS
Butterfield & Co., Rock Island, Que.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIES, COW
B. Greening Wire Co., Limited, Hamilton, Ont.

TIN PLATES
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TRAMMEL POINTS
Stanley Works, New [illegible] Conn.

TRIMMERS
[illegible] ridgeport, Conn

[illegible] Toronto.
Bridgeport, Conn.

[illegible] Brockville, Ont.

[illegible] ronto.

[illegible] milton, Ont.

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[illegible] onto.

[illegible] milton.

[illegible] ax.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Onward Mfg. Co., Limited, Jitchener, Ont.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VALVES, RUBBER PUMPS
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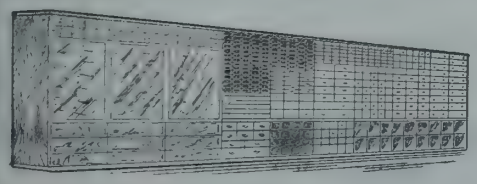

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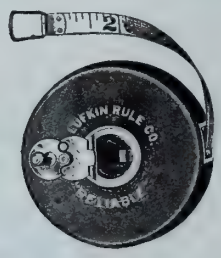

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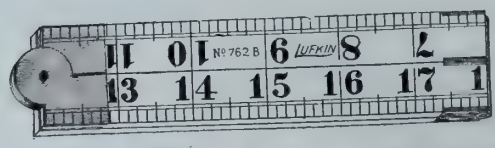

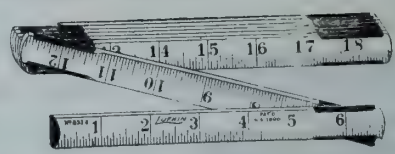

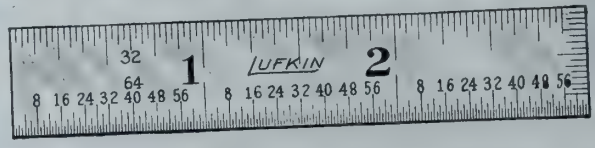

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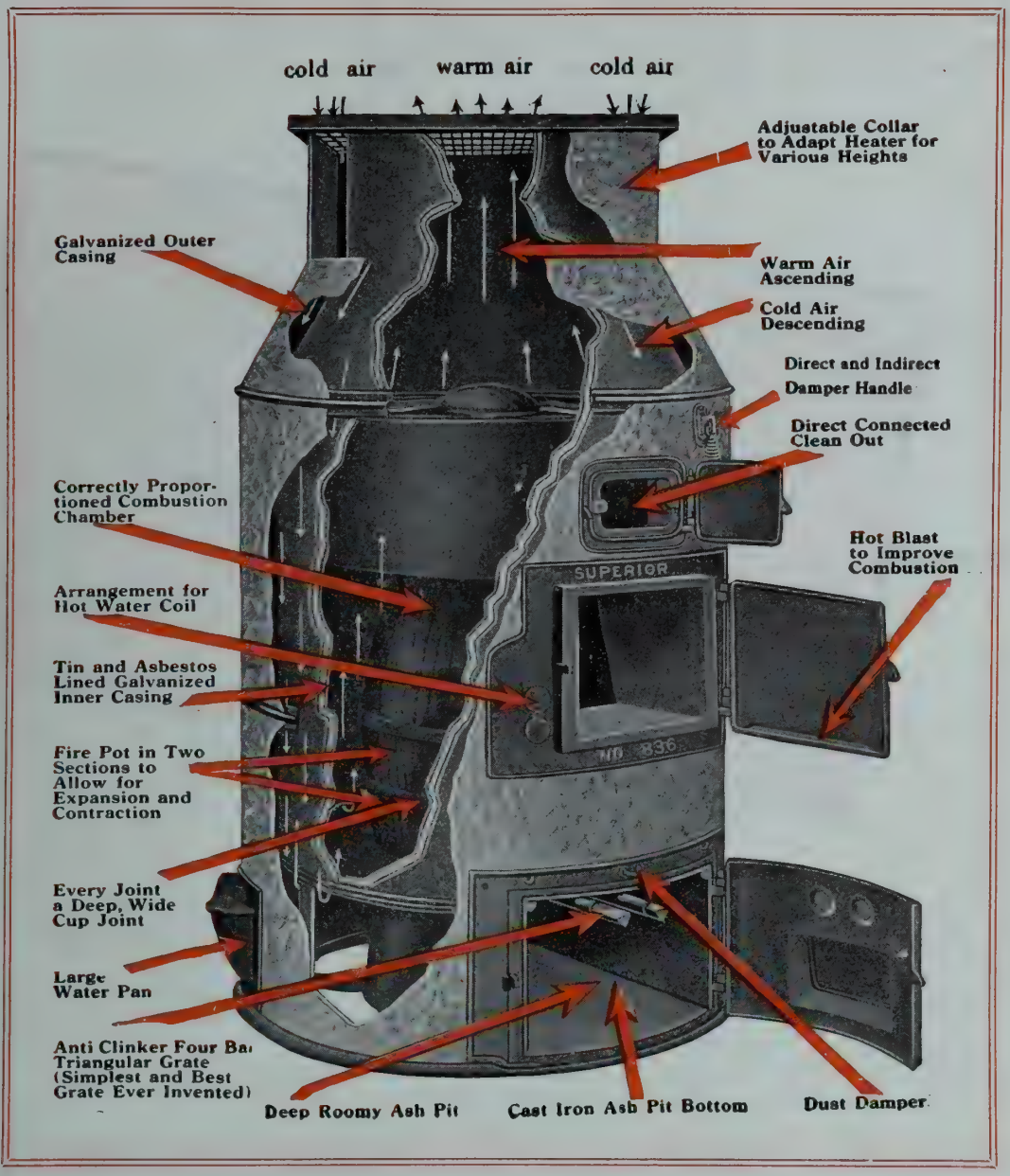

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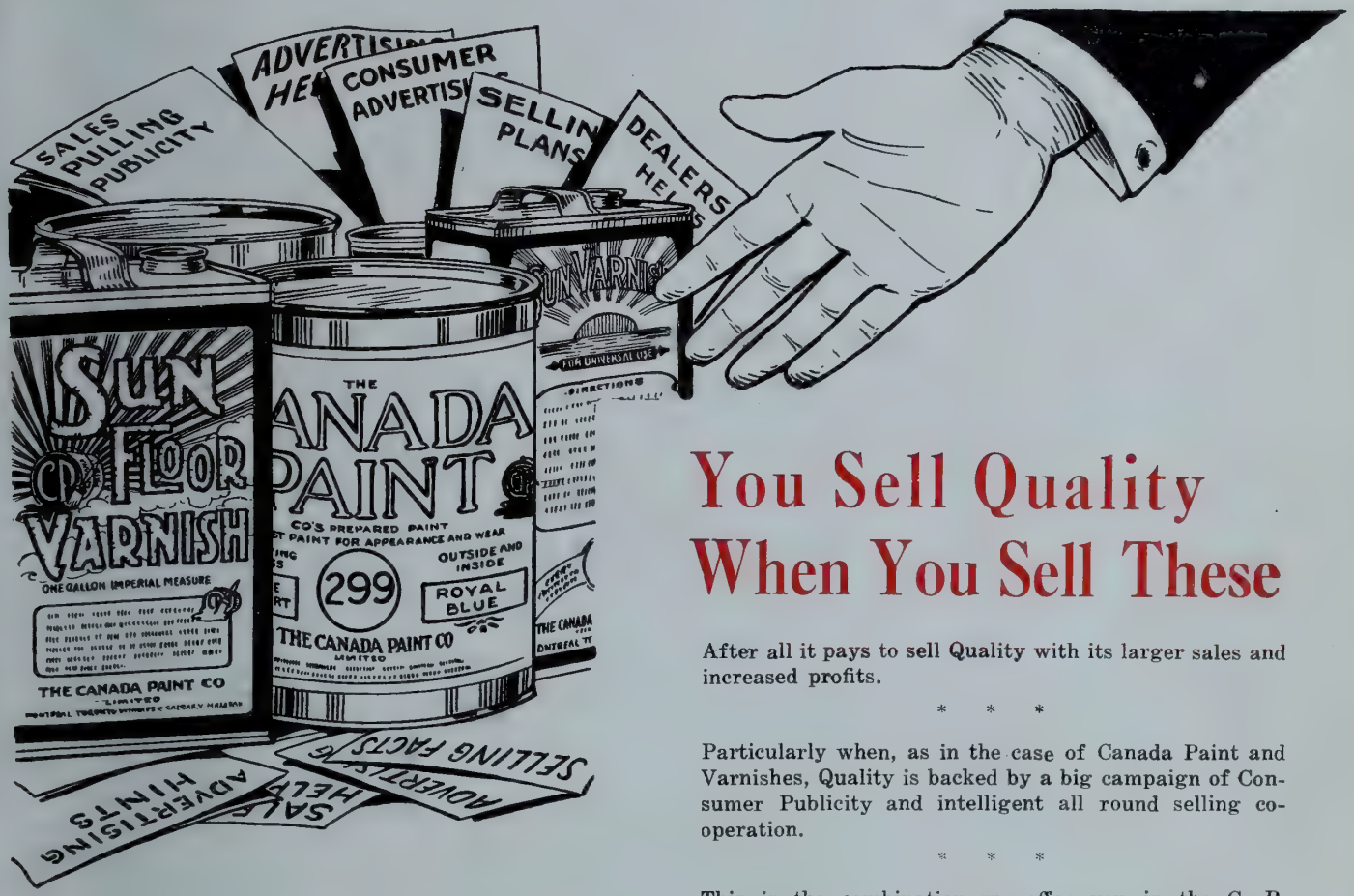

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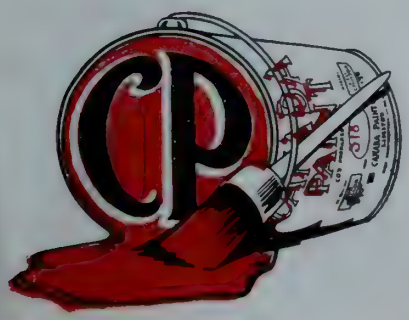
This is the combination we offer you in the C. P. Agency proposition. Paints, Varnishes, Stains, Enamels—a complete line to meet each and every requirement of your trade—complete in quality and in customer satisfaction.

* * *

"Save the surface and you save all" Paint & Varnish

Copy of our interesting booklet "Paint and Varnish as a Profitable Investment" will be mailed you free on request together with detailed particulars of this most attractive agency offer.



THE CANADA PAINT CO.

LIMITED

Makers of the famous "Elephant" Brand Genuine White Lead

MONTREAL TORONTO HALIFAX WINNIPEG CALGARY VANCOUVER

Millers Falls Hand Drills

No. 7. A large size drill for shanks up to ⅜, has our favorite star chuck, frame is of solid steel with a 4 in. cut gear and steel pinions including idler to equalize bearings.

No. 343. An all metal drill with hollow handle to hold drills. Has an all steel frame with idler gear. Three jaw springless chuck for round shanks up to 3/16.

No. 5. The old standby to every mechanic and every tool merchant. It has an ever increasing demand with those who know.

No. 1. Has been a standard for many years and by constant improvements has been kept right up to date. The frame is malleable, and it has cut gears and steel pinion. Handle is hollow and contains eight drills. Three jaw chuck for round shanks.

No. 2. Our first and still the favorite of the larger type of drills. It is of a high grade construction with single speed. Has a hollow handle and a three jaw chuck for round shanks up to ⅜.

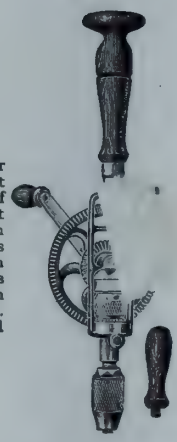
A SELECTION of six favorites. Have you these in stock? Millers Falls Tools have been standard for over fifty years. Our long experience is your sure guarantee.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Makers of "Millers Falls" and "Universal" Hacksaw Blades

"Right Design—Honest Construction"

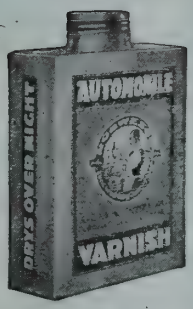
Canadian Sales Office
ADCOCK & BREWER, Ltd.
222 St. James Street Montreal, Que.



No. 980. One of our larger type drills that will do the work of the ordinary breast drill. The mushroom head can be used as a breast plate. With some mechanics this saves having both breast and hand drill. Will take round shanks up to ¼.

The Millers Falls Factories—in the quiet, peaceful Berkshire Hills of New England

'RICE LEWIS' NEWS



Winter Driving and the Winter Overhaul Bring Many Winter Needs

Tire Chains
Weed and Rid-O-Skid chains in all sizes. Cross pieces for repairs.

Motor Heater
The Mayall Motor heater for use in the garage equipped with electric lights.

All-Wool Robes
Genuine all-wool robes in attractive colorings and patterns.

Foot Warmers
The Hughes charcoal foot-warmers are good sellers for winter driving.

Porcupine Boots
Add many miles to tires with weak spots. They stay put.

Radiator Cleaner
Removes scale and rust; overcomes heating.

Radiator Cement
Stops up the small leaks in the radiator.

Anti-Freeze
Johnson's and Mitchell's. The latter is in liquid form, low evaporation.

Carbon Remover
Johnsons and Norwesco, both reliable makes.

Schroeder's Valve Parts
Winter always brings its valve trouble. Be ready.

Headlight Lenses
Sills and Shalers, both Government approved.

BatteryTe ster
The "Break-Not"—best hydrometer syringe on the market.

Prepared Wax
Johnson's and Norwesco, liquid or paste form.

Top Dressing
Johnson's and Norwesco dressing stands winter wear.

Auto Varnish
The winter overhaul calls for a good varnish. We supply the Norwesco.

Valve Grinding Compound
Norwesco valve grinding compound in handy box.

Iron Cement
Mends cracks, blemishes, etc. in iron and steel castings, radiators, etc.

Engine Enamel
Will not burn off, makes engine clean as new.

Storage Jack
For jacking up car as it stands in garage, saves tires.

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis" Man or Write Direct

If interested tear out this page and place with letters to be answered.

THE CONSTRUCTION FOREMAN KNOWS

That there is no harder service required of a rope than that which he demands.

In no industry is rope given as little care as on the construction job.

Yet Plymouth Rope stands up under this grilling work and gives a surprising measure of service.

That is why it is preferred by most consumers.

Plymouth Cordage Company

North Plymouth, Mass. Welland, Ont.

Canadian Sales Agents

INDEPENDENT CORDAGE CO.
Limited

TORONTO, CANADA

552

PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

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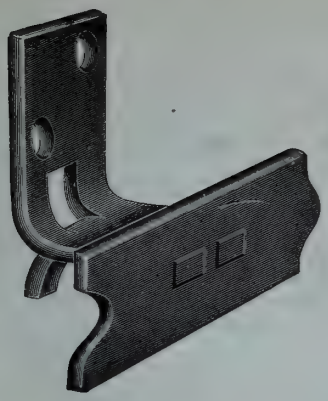


"Canada"

Flexible Steel Door Hanger

The real test of a hanger is performance "on the job." The "Canada" runs smoothly and easily on anti-friction steel-roller bearings. It uses the same track as our famous "National" Hanger.

The Braced Rail, shown above at the left, is 1¼ x 3-16 inches and is furnished in lengths of 4, 6, 8 and 10 feet; 8 lengths to the bundle.

The farmer was never more prosperous than to-day and probably was never more inclined to build and repair and generally to improve his buildings than now. 1921 will see a particularly active season in this way. The hardware merchant may expect unusual sales of builders' and garage hardware this year. It brings new customers and nothing holds them like Canada Steel Goods Co. products.

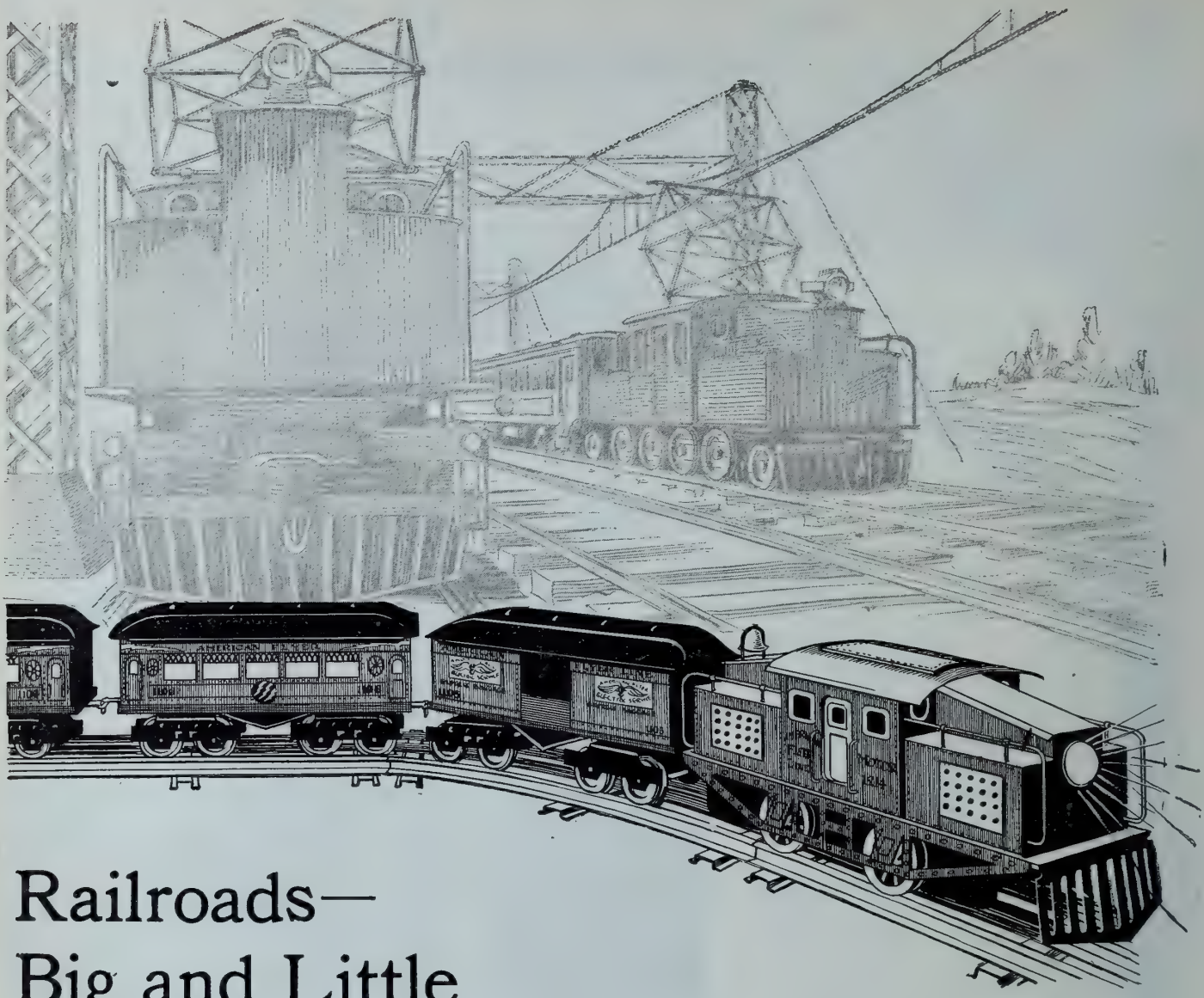
The "Canada" comes neatly and conveniently packed, one pair in a box complete with bolts. Be sure to include "Canada" in your order.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.



Railroads— Big and Little

THE electrification of the New York, New Haven and Hartford Railroad is no greater achievement, in the mind of the American boy, than the surmounting of his own little difficulties encountered every day with his "American Flyer" Toy Trains.

To him, the lay-out of additional track, the placing of a miniature tunnel, the building of a bridge, are colossal tasks that tax his youthful energies—and incidentally furnish a training that is both recreative and educational.

"American Flyer" Trains are the choice of the majority of parents and children. In miniature, they furnish to the child, every thrill, every problem confronting your high-salaried, highly trained railroad executive.

What real live wire of a boy can deny the irresistible appeal of railroad ownership? Particularly when we cultivate the desire through his own best-loved magazines.

For the holiday season, or toys the whole year 'round, "American Flyer" Trains are a profitable line.

Catalog and Dealer Co-operation.

American Flyer Mfg. Company

2219-39 So. Halsted St., Chicago, Ill.

MAKERS OF A COMPLETE LINE OF MECHANICAL AND ELECTRICAL TRAINS

If interested tear out this page and place with letters to be answered.

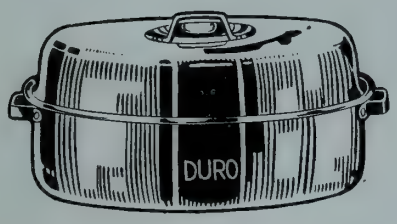
Registered W. D. S. & Co. DURO ALUMINUM Trade Mark

"DURO"

Registered W. D. S. & Co. DURO ALUMINUM Trade Mark

ALUMINUM WARE

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES



ROUND ROASTER "SEAMLESS"

No.	Diam.	Height
175	12 in.	6 1-2 inches

Rivetted handles. Four inch indent in cover for automatic basting. Suitable for small roasts or small fowl. It is self-basting. By using an asbestos mat it can also be used as a Bread Baker on an open flame without putting in oven. Polished Finish.

TEA KETTLE AND INSERT

No.	Cap. Kettle	Cap. Insert
169	5 quarts	2 Quarts

A most convenient combination. Polished Finish. Welded Spout.

"DURO" ALUMINUM CLEANSER

Contains one cake of soap, six pads fine steel wool. Cleans, Scours, Polishes, removes dirt instantly, giving Brilliant Polish.

"Duro" Cleanser is also useful for cleaning Glass, Enamelled-Ware, Sinks, Bath Tubs, Faucets, Bathroom Fixtures, etc.

"Duro" Cleanser will remove Paint and Varnish from Woodwork, Glass, etc.

LEADING JOBBERS HANDLE "DURO" BECAUSE "DURO" IS SETTING THE PACE IN THE QUALITY RACE.

MADE IN CANADA BY

DURO ALUMINUM, LIMITED

SUCCESSORS TO W. D. SHAMBROOK & CO., HAMILTON, ONTARIO

W. D. SHAMBROOK—PRESIDENT

REPRESENTATIVES

A. T. CHAMBERS, VANCOUVER
L. T. WALLS SALES, Ltd., WINNIPEG
J. R. ANDERSON, 36 ST. DIZIER ST., MONTREAL
ARMSTRONG & PATERSON, ST. JOHN, N. B.
A. F. BURNS - HAMILTON, ONT.

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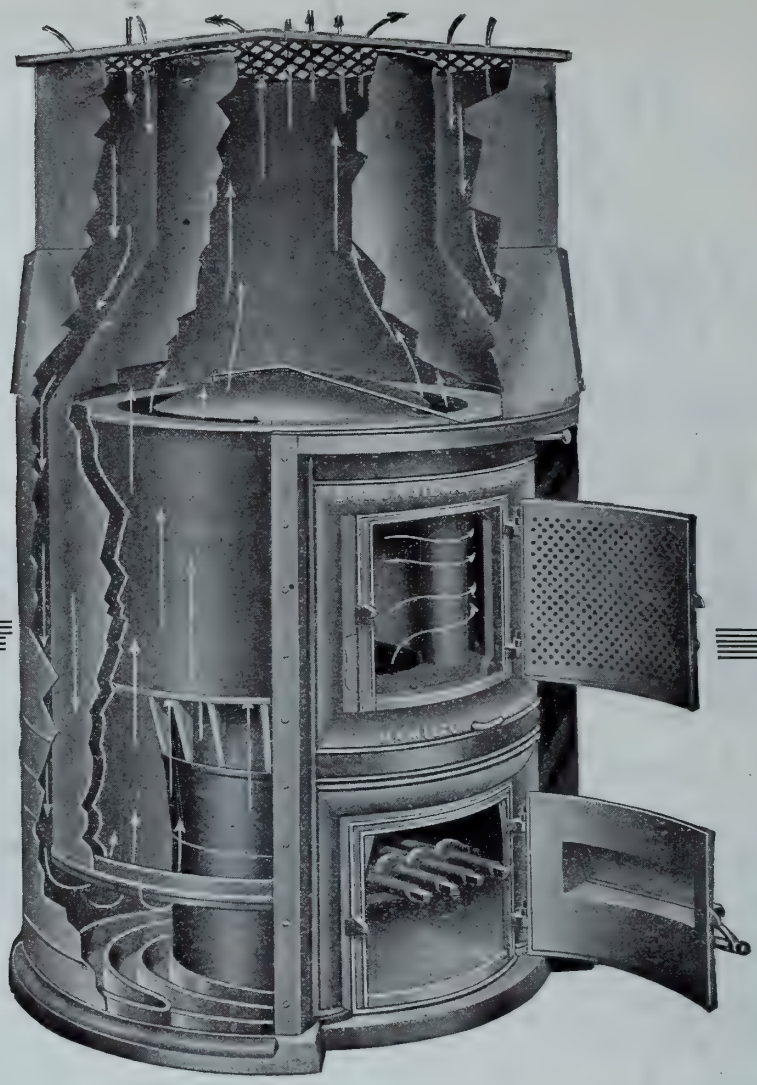


It Stands Out Alone -- The Leader in its Class

JEWEL PIPELESS FURNACE

The leader in the Pipeless Furnace field, because it has, first, been correctly designed in principle for perfect circulation by gravity; secondly, because the splendid design has been strongly backed up by the use of selected materials and the best of workmanship under expert supervision. We honestly believe no better pipeless furnace can be produced, and doubt if it could easily be equalled.

If you are interested in giving your clients installations that will make friends and future business for you, investigate the Jewel Pipeless Furnace.

The Burrow, Stewart & Milne Co., Limited

Hamilton Ontario Canada

Branches: **Toronto Winnipeg Montreal**

Why Hardware Merchants Should Handle Decorative Wall Burlaps

1. Burlap prices have declined materially; they will sell more readily.
2. Easy to handle—do not take up large space.
3. A big stock not necessary—they come in three shades only.
4. Now that building materials are coming down in price—building will increase and Burlaps will consequently be in greater demand.
5. Burlaps allow the merchant good margin of profit.
6. They help "round out" the Builders' Supplies Stock.

Write us for selling helps and complete information as to prices, etc.

Dominion Oilcloth & Linoleum Co. Limited

MONTREAL

THE Quality of a mechanic's work is a matter of pride as well as his livelihood. When a mechanic enters your store show him your line of the world's finest tools.—

BROWN & SHARPE
Machinists' Tools

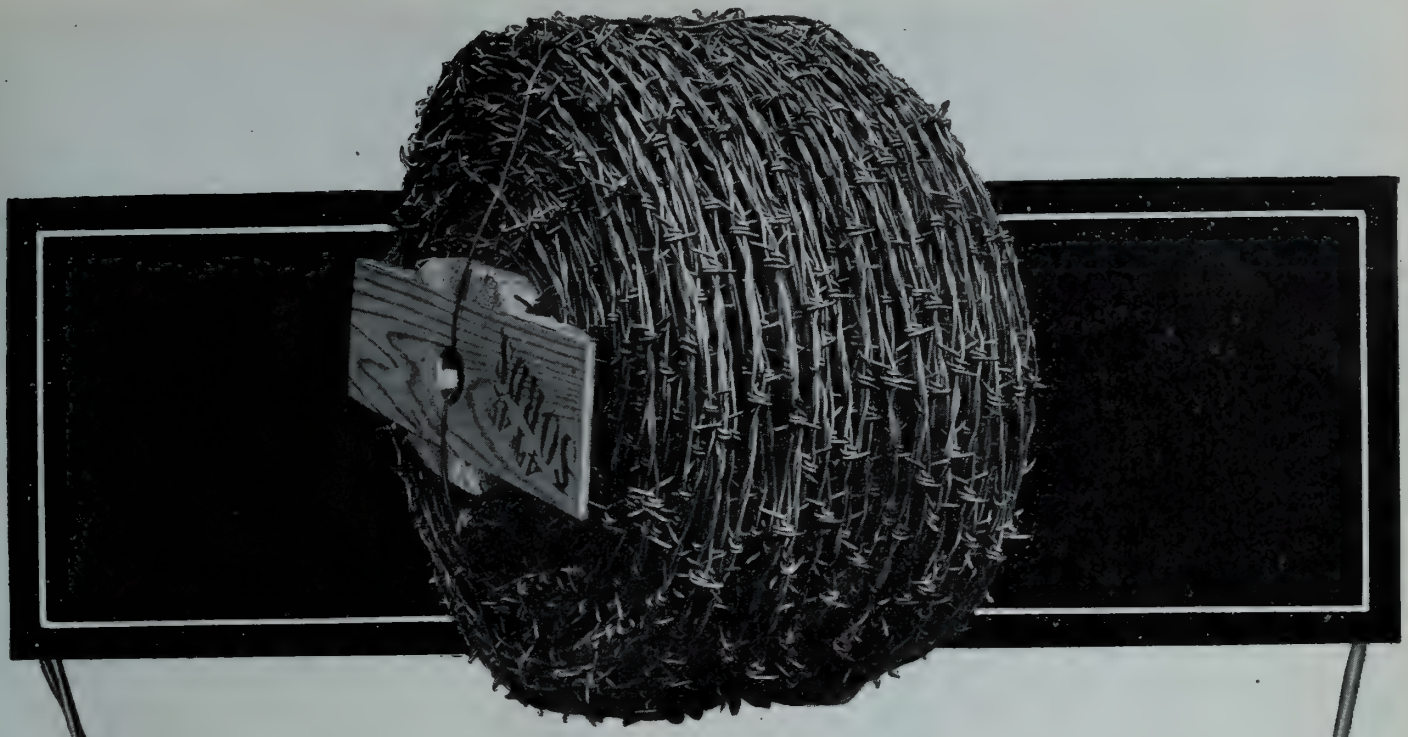
He can instantly see their high quality workmanship and reliability—and will judge your store accordingly. By selling the mechanic tools that meet his requirements you acquire another sntisfied customer, one that will return not only for Brown & Sharpe Tools but for other products you carry.

BROWN & SHARPE MFG. CO.

PROVIDENCE, R. I., U. S. A.

"We Protect the Dealer"

If interested tear out this page and place with letters to be answered.



GALVANIZED BARBED WIRE

4X6 Four Point regular Barbed Cattle Fencing wire
4X4 Hog Fencing – 4 point Barbs Thickset
2X5 Two Point Cattle Fencing

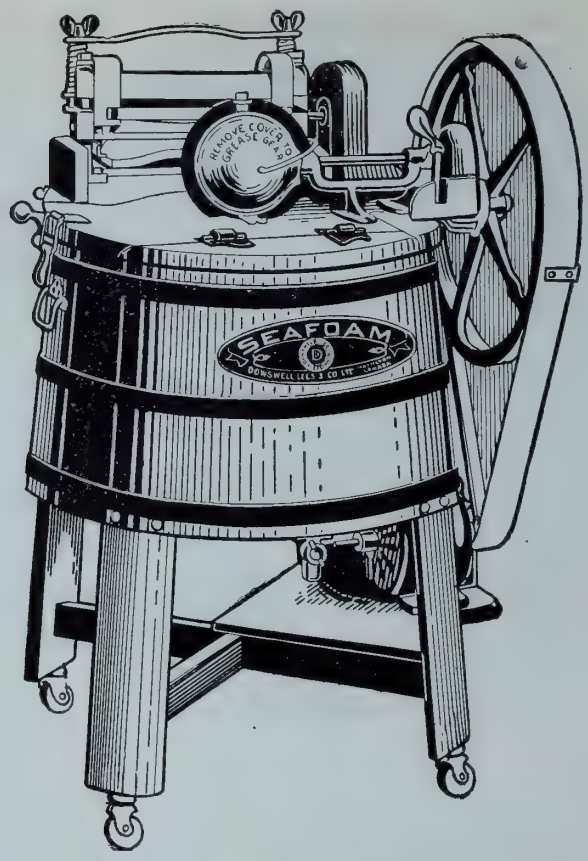
PLAIN TWISTED FENCING WIRE

THE STEEL COMPANY OF CANADA LIMITED

COILED SPRING WIRE (Galvanized)

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.



SEAFOAM ELECTRIC

WASHING and WRINGING MACHINE

Unsurpassed washing principle—wooden dolley moving half way around and back forces the hot suds through the clothes and thoroughly washes them in a few minutes.

Cypress tub—nothing to corrode or tear clothes—keeps water hot.

Reversible wringer with highest grade rolls—will start, stop or reverse instantly. Controlled by lever conveniently placed at side of tub.

Safe to operate—as being belt driven the motor is protected against overloading. All gears and flywheel being covered, the danger of accidents is removed. Safe for children to be around.

Simple in construction—does not easily get out of order.

Attractively and durably finished. Shipped complete ready to operate on ordinary house lighting service.

Also Supplied for Gasoline Engine Power

Dowswell, Lees & Co., Limited

HAMILTON - CANADA

Eastern Representative:
JOHN R. ANDERSON
Montreal, Que.

Western Representatives:
HARRY F. MOULDEN & SON
Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

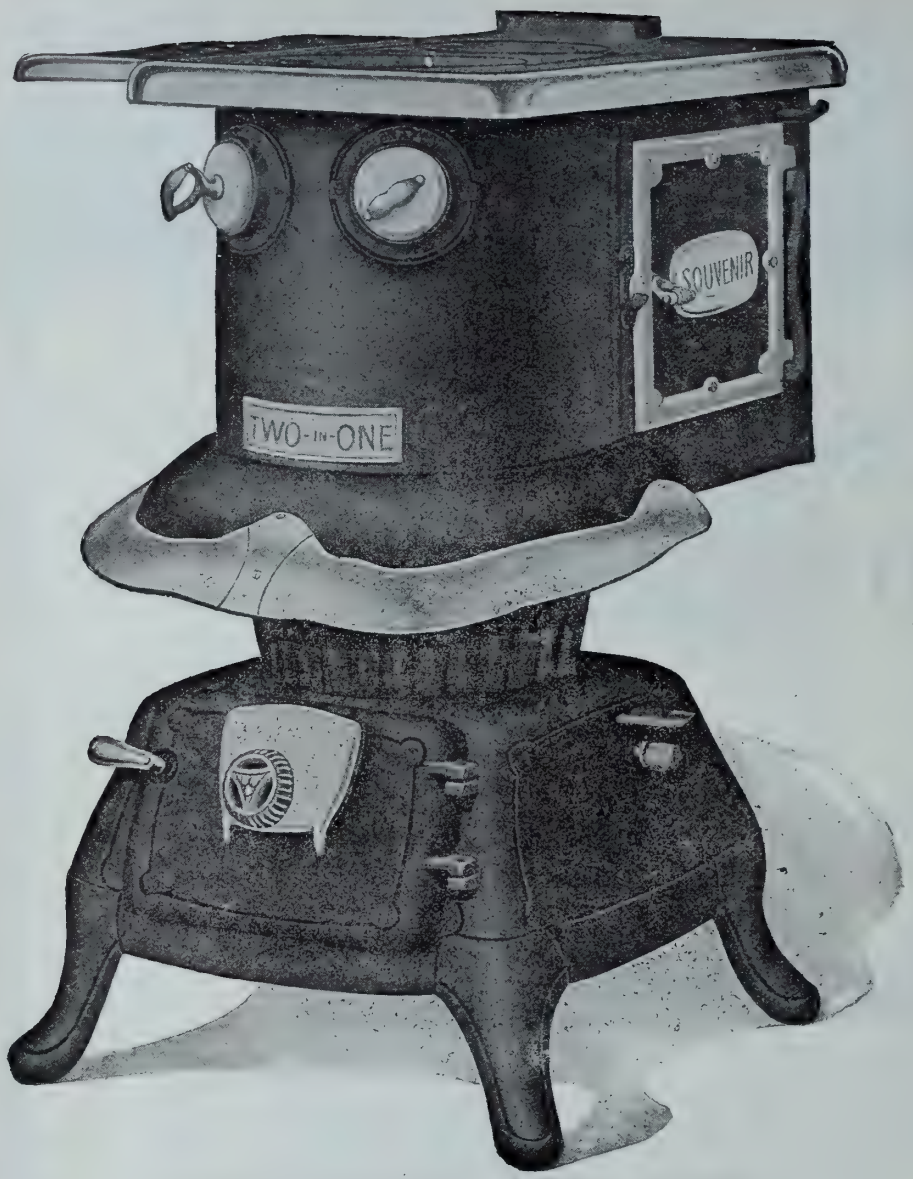
CANADA
FOUNDRIES & FORGINGS
LIMITED

THOUSAND ISLAND HAMMERS

Known Throughout The British Empire

James Smart Plant - Brockville, Ont.

St. John Montreal Toronto Winnipeg Vancouver



TWO-IN-ONE SOUVENIR

Heating, Cooking and Baking Stove

Burns Coal or Wood. Made in One Size only.

	Covers	Oven	Fire Pot	Weight
No. 9-41B	Two 9"	11"x12"x10"	14"	220 lbs.

Economy and Utility Combined

There are some people who prefer to buy a stove that will meet their full requirements as regards to baking and cooking as well as heating, and the Two-in-One Souvenir shown in this advertisement will surely fill the bill.

It is a high grade stove combining the good points of a first class heater and the facilities of a cooking range of small size.

The oven is of good size and a grand baker.

Send us your order for a sample. It will prove a big seller for you and return you a handsome profit.

Write for Catalogue No. 78 showing complete line of stoves, ranges and heaters. Also large attractive stove hangers used for store and window display. Catalogues, hangers, circulars, prices free on request.

Also write for folders describing our famous New Idea Warm Air Furnaces, pipe and pipeless styles.

Made in Canada by

The Hamilton Stove & Heater Co., Limited

Successors to GURNEY TILDEN CO., LIMITED, HAMILTON

Seventy-Five Years' Successful Manufacturing

SPECIAL QUEBEC REPRESENTATIVES: Montreal Supply Company, Ltd., 16 Craig Street West, Montreal P.Q.
Winnipeg Representative : 134½ Higgins Ave., Winnipeg, Man.
Vancouver Representative : 1073 Hamilton St., Vancouver, B.C.

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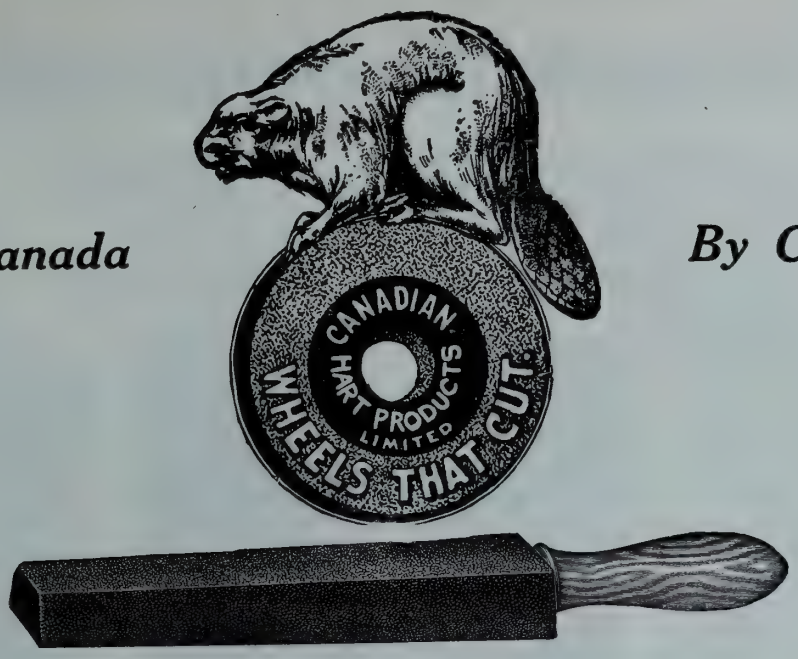
Made in Canada *By Canadians*



This Is The Time To Display

HART MOWER FILES

In every display of harvest and hay-making tools, let Hart Mower Files have a prominent place.

Put them on counters where the prospects can handle them. There is a very convincing feel to Hart Mower Files, and a closer acquaintance with them develops their merits for the customers' information.

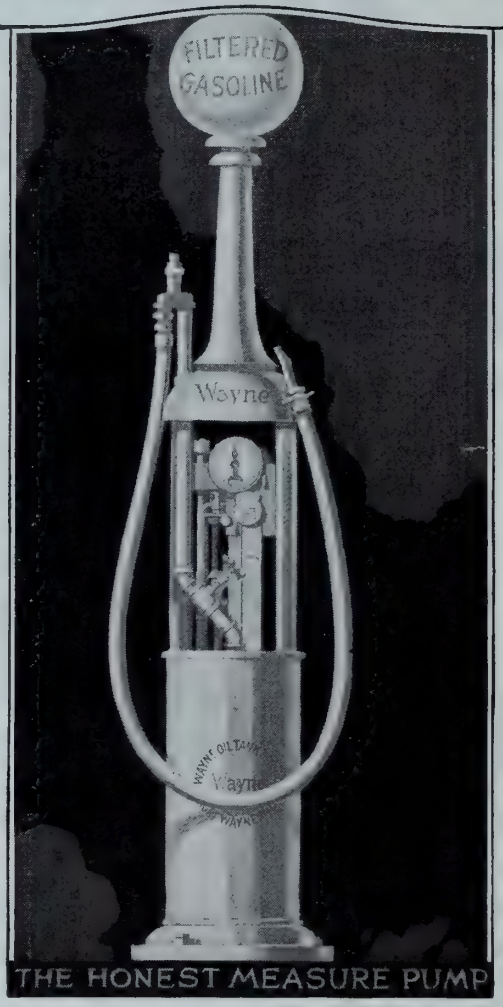
Canadian Hart Products Limited

Hamilton - Canada

If interested tear out this page and place with letters to be answered.

Between Yourselves—

Isn't this the Pump that gives you Greatest Satisfaction?



Why the Dealer Prefers It

Piston pump measure assures accuracy.

Hand operation eliminates expense, fire and explosive dangers.

A positive filter and four screens assure pure gasoline.

Million-gallon gear-driven meter accurately records all gasoline dispensed.

Speedy service, easy operation, lack of complicated parts.

It is the Honest Measure Pump.

Why the Motorist Prefers It

Wayne Dial registers each gallon after delivery — not before.

Overhead drain automatically gives the motorist all the gasoline in the hose.

A positive filter and four screens assure pure gasoline.

The vacuum bottle principle in construction keeps the gasoline cool and full of pep.

Graduated scale is the third check of Wayne accuracy. It shows fractional parts of gallon.

It is the Honest Measure Pump.

All of these features are exclusive with Wayne Honest Measure Gasoline Pumps. You'll find Bulletin 276 HM interesting. It's free.

CANADIAN TANK AND PUMP COMPANY, 121 Adelaide St., Toronto, Ontario, Can.

Wayne

TRADE MARK

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Oil Filtration Systems	Oil Burning Systems	Furnaces for Metal Melting Forging and Heat Treating

If interested tear out this page and place with letters to be answered.

Sales That Make Sales

Cheerful Home

The influence of HAPPY THOUGHT owners is a power for good that makes sales. Their confidence in the HAPPY THOUGHT line is a big asset to the Happy Thought dealer. These satisfied users circulate in every community. They not only buy themselves but influence others to buy also, thus assisting the Happy Thought dealer and doubling his potential prospects.

The establishment of this satisfied clientele is the result of seventy years' honest manufacturing and straight forward merchandising. The Happy Thought user knows that her Range or Heater or Furnace has given her value, in some cases, far beyond the price paid.

Here are four splendid examples of how we are catering to present day demand.

The Cosy Home

Not a heavy, massive piece of furniture. Just an attractive, efficient heater and cook stove that will appeal to the prospect who desires appearance and efficiency and whose space is limited. For the apartment house, bungalow or small cottage. In one size only, with or without oven.

The Cheerful Home

Nothing so pleasing as the cosy glow from the large mica windows of a Cheerful Home. Your prospect would respond immediately to its inviting appearance and moderate price. In one size only, with or without oven. 14 inch firepot.

Cosy Home

Three-In-One

The Happy Thought Quebec

This is the type of Heater selling today. The Happy Thought QUEBEC is an advanced design. Not only an effective heater but extremely attractive in appearance. In two sizes, with or without water jacket.

The Three-In-One

Variable climate or fuel conditions is what the THREE-IN-ONE is built for. It burns three fuels, hard or soft coal or wood. A large oval shaped firepot of cast-iron, corrugated, adaptable for cooking. In two sizes, 20 inch and 23 inch firepot.

Happy Thought Quebec

HAPPY THOUGHT
FOUNDRY COMPANY
LIMITED

BRANTFORD - CANADA

SOLD AND DISTRIBUTED IN WESTERN CANADA BY

McClary's

WINNIPEG, SASKATOON, EDMONTON, CALGARY AND VANCOUVER.

If interested tear out this page and place with letters to be answered.

ALL ALUMINUM WARE

"IDEAL" ALUMINUM PRODUCTS LIMITED TRADE IDEAL MARK TORONTO-CANADA

IS NOT THE SAME

No. 657 Cake Set

No. 192 Casserole
Plain or in Holly Box

No. 642 Double Boiler

No. 60 Oval Roaster

A Post card today for the Ideal Catalogue of Ideal Products will assure Ideal Christmas Sales for You

Look over this interesting catalogue. You will find it a useful and helpful guide to a successful choice of a well-planned stock of Ideal Aluminum Ware. It gives you a complete description of numbers, sizes and capacities.

Ideal Products are stamped from a thick, solid sheet of 99% pure aluminum. They have no seams, joints, or soldered parts. They will not crack from intense heat, nor chip, nor scale. The teakettles have specially shaped spouts so that they can be filled by the spout and save scalding the hands with steam. Specially notched ears keep the handles erect and cool.

Ideal Aluminum Products

Limited

2466-2480 Dundas St., West
Toronto, Canada

Branches:

Montreal, Que. **Winnipeg, Man.**

Sales Office:

198 Hastings St., W., Vancouver

If interested tear out this page and place with letters to be answered.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

For Christmas Selling

Christmas 1921

Prompt Shipments of Christmas Goods

From Complete Stocks of Silverware and Other Suitable Christmas Lines.

Very soon hurrying crowds, in snow dotted furs and winter wraps, will stream by your windows, glancing at your Christmas window displays.

Will the right goods be there to stop them and bring them in? Will the cheerful glow of your windows at night shine down on the beautiful silverware, handsome cutlery, and many other hardware lines that make such suitable Christmas gifts? Shaving Kits, Electrical Appliances, Aluminum Goods and all the rest. It's time to plan, now!

ORDER FROM

Whites Limited

Wholesale Hardware and Metals

Collingwood, Ont.

The Perfect Grip

An ordinary hammer will slice the head off a nail because it gets a grip on the head and not on the nail. With the head off, it's all off.

Williams' perfectly balanced "W. & B." Hammer will grip the **body** of a nail and pull it, head and all clear through a plank. All nails are trailers to "W. & B." hammers.

Heads on or heads off, for drive or pull, "W. & B." Hammers are the bosses in the nail world. Good workmen want them because they fit the hand, are perfectly balanced and are good all through. Literature?

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Rd. St. Catharines, Ont.

Quick turnover is the secret of the easy profit-winning qualities that have made our famous five brands of files an "old standby" with so many dealers.

Are you getting your share of profitable business from these standard brands, which pass from shelf to customer without sales-effort because they are known and respected?

Specify one of these brands when ordering from your jobber:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

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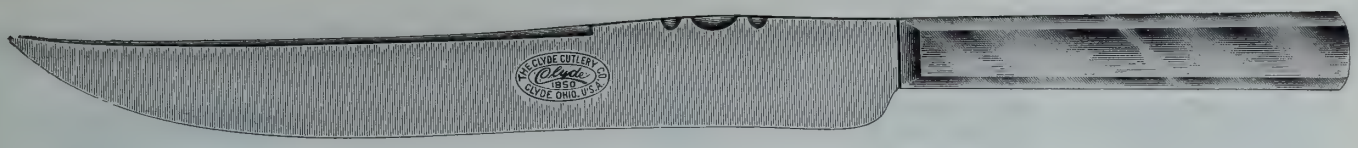


No. 7908

TWO HOUSEHOLD FAVORITES

of exceptional quality and finish, that have proven their worth.
No cutlery stock is complete without these two numbers.

This Trade Mark

Is Your Guarantee

The CLYDE CUTLERY CO. make a very complete line of household cutlery in new and popular designs. Each pattern is distinctive and meets with the approval of the most fastidious.

CANADIAN SALES OFFICE:

ADCOCK & BREWER, LIMITED

Montreal, Que.

No. 2138½

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

Stack Heater

The Stack Gas Water Heater will heat water in one minute.

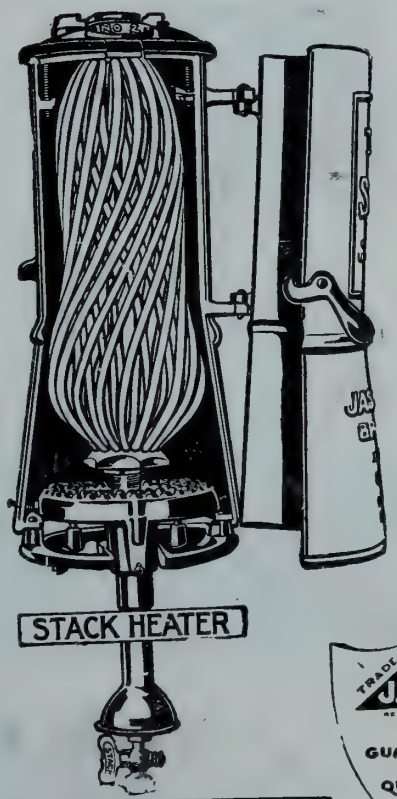
The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited
93-97 Adelaide Street West, Toronto, Ontario



TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

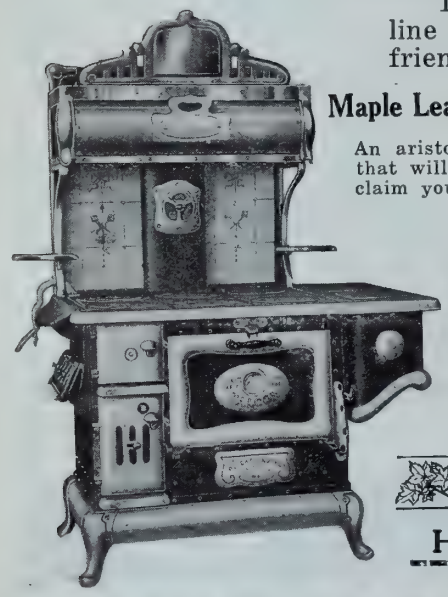
If interested tear out this page and place with letters to be answered.

Quality is Essential

THE dealer who wants to hold his trade—to keep his customers always happy—must always be sure that the goods he sells possess "quality."

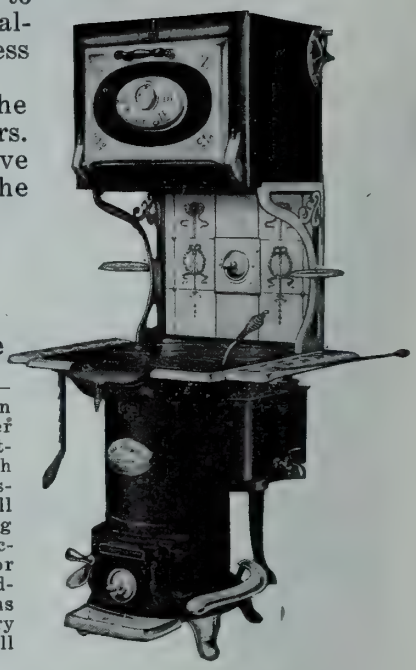
"Quality" is the outstanding feature in the Maple Leaf line of stoves, ranges and heaters. "Quality" is the principal watchword and motive in our factory—and, therefore, "quality" is the outstanding feature of our entire product.

The dealer who handles the Maple Leaf line is absolutely sure of creating customer friends who will stick by him always.



Maple Leaf Falcon Range

An aristocratic steel range that will back up every claim you can make for it. It is made in several handsome designs which makes it an ornament in any kitchen. It gives perfect satisfaction at all times. The Falcon is both a money-maker and a friend-maker for the dealer.



Maple Leaf Composite

This range is unique—there is nothing like it on the market. There never will be, because of its patented flue system which makes the high oven possible. It is the peer of all "Quebec" heating, cooking and baking ranges. It occupies only a small floor space. It has all the modern attachments. It burns all kinds of fuel and every woman who buys one will help you sell others.

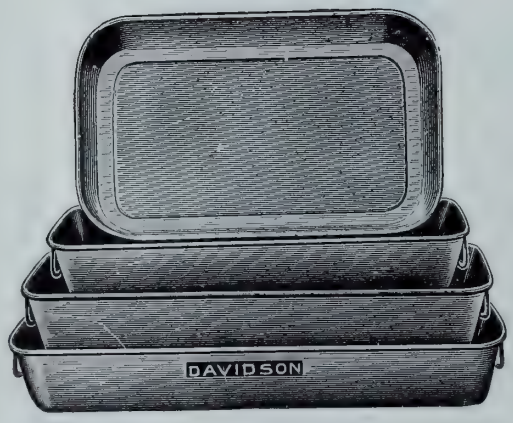
BEACH FOUNDRY LIMITED

Head Office and Factory, Ottawa, Can.

Branches in Winnipeg and Vancouver.

Special Notice

If you are not acquainted with the Maple Leaf line—get in touch with us today. Ask for price list and latest quotations.



Davidson's Covered Roasters

Best quality workmanship—quick heating and easy to keep clean. Our No. 200 "Sterling" oval shape and our Nos. 0 to 20 "Crown" in round and oval shape come in blued steel and seamless throughout. Can also be supplied in Colonial Grey Enamel.

Our "Empire" self-basting roaster has indented top and bottom, which allows the steam to circulate and condense. This ensures an even and regular basting of joint while cooking.

The "Perfect" self baster is admirable for game, fish, bread, etc.

Seamless Roast Pans

In sizes 6 to 9. Carefully made in best blued steel. Can also be supplied in Colonial and Premier Brands of Enamelled Ware.

Send for special circular illustrating above lines.

The Thos Davidson Mfg Co Limited

Head Office: 187 Delisle St., MONTREAL

Branches: Toronto and Winnipeg

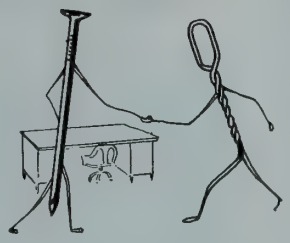
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

If interested tear out this page and place with letters to be answered.

LAIDLAW'S WIRE BOYS

Their chat No. 2



Lumber Prices Down

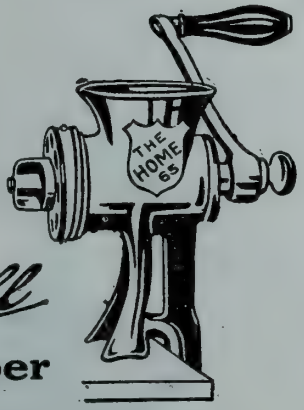
"Morning, B. T., how were things in your territory?"

"Very good, W.N., I ran into a nice bit of business this week. You know freight rates are very high and some of the lumber mills, instead of shipping, are cutting their prices to below 1914 basis and are getting building started in their local towns.

"Of course where there's building there are nails used. Looks like a bright idea, eh! Dealers everywhere should take advantage of this tendency."

Laidlaw Bale Tie Co. Ltd.
Hamilton - - Canada

The Cash Register Tinkles—



Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a

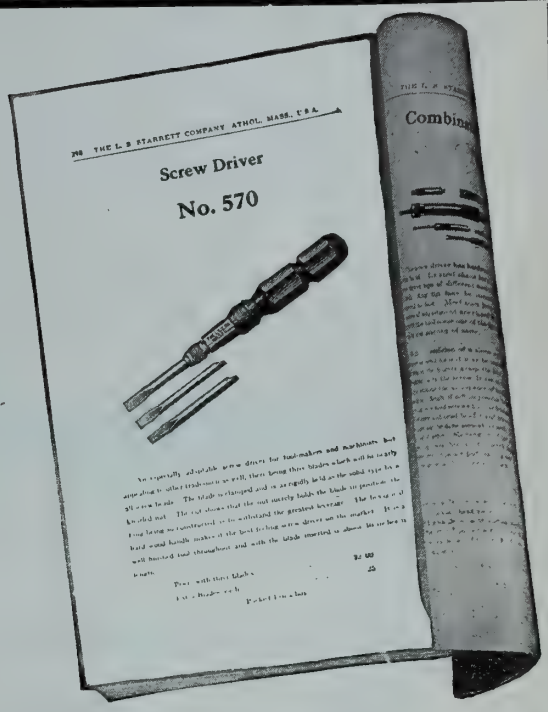
Maxwell
Food Chopper

There is the generous sales profit on an article in constant demand—**plus** customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

MAXWELLS LIMITED
St. Mary's, Ontario

New Tools You Should Know



SCREW DRIVER NO. 570

A new and very practical screw driver for toolmakers, machinists and general use. With its three blades of different sizes, this screw driver can be effectively used in driving nearly all screw heads. A knurled nut and specially designed tang holds the blade firmly in position, enabling it to withstand the greatest leverage.

The hexagonal handle affords an excellent grip, an advantage that will be appreciated by all who have much occasion to drive screws. Consult page 298 in the Starrett Catalog No. 22 "MA" for description and illustration of this new Starrett screw driver. If you have no copy handy, write for one. And also ask for the Starrett booklet—"The Tools Mechanics Buy." Free on request.

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

Have You a Problem?

It often occurs that the retail merchant meets with an individual problem. It may be some question of merchandising, buying, accounting or of dealing with customers or employees.

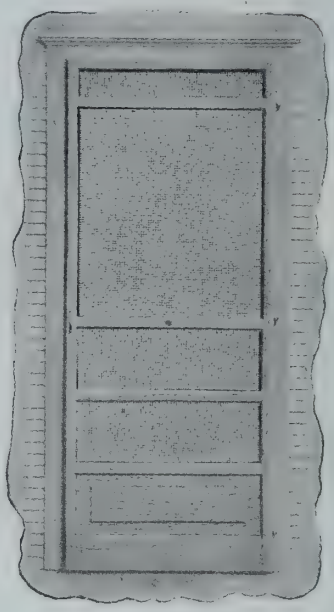
It is often of interest and value to know the experience of other merchants, under the same or similar circumstances, and how they met the situation.

The Birkett Salesmen meet and talk with many retail hardware merchants in various towns under many different conditions. Whenever they can assist you to overcome a difficulty they will cheerfully do so.

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

The New "Kasement"

Screen Door No. 5



This illustration shows the latest addition to the "Kasement" family.

It is a genuine mortise and tenon door, same as our regular pattern and has the additional strength of the solid bottom panel.

Remember, all "Kasement" doors have the patented "Ledge," or fitting strip and are supplied with complete sets of "Kasement" Hardware.

New and Lower Prices for 1922
Be sure you get genuine "Kasements"

Kasement Skrene Dore Co.,
Limited.
269 West Richmond St., Toronto, Ont.

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

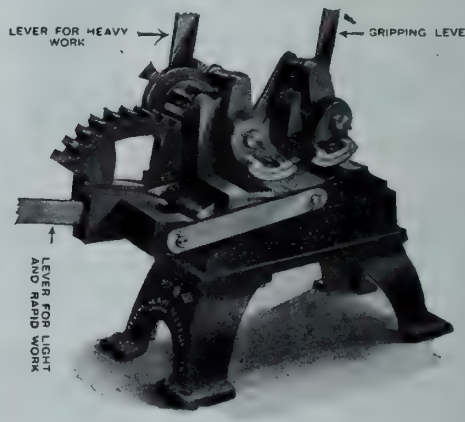
Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

JARDINE TOOLS

This is a remarkably efficient machine that one man of medium weight can operate with ease on the heaviest work. It has the usual direct leverage for upsetting light to medium tires, and, in addition, a geared leverage that increases the power more than three to one for heavy tires and axles. The jaws are of tool steel, the teeth are machine cut and carefully tempered. This powerful machine upsets any tire up to four inches by one inch, and axles up to one and one-quarter inch.

Ask for catalogues



Tire Upsetter No. 6

A. B. JARDINE & CO.
LIMITED
HESPELER ONTARIO

HOYT METALS

It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all solder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

CHICAGO SOLDER COMPANY

4225 Wrightwood Ave. Chicago, U. S. A.

The Empire Cream Separator Co.

has pleasure in **Announcing** the appointment of

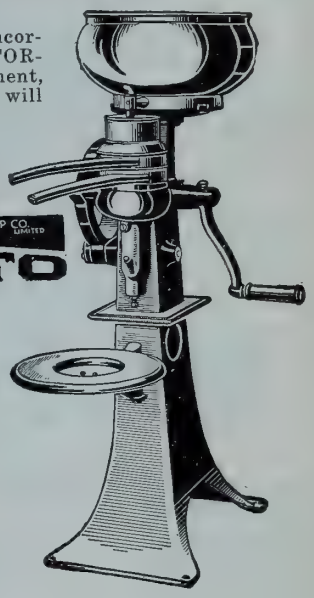
Ontario Wind Engine & Pump Co. Ltd.

as Sole Agents for Canada (except British Columbia) for the famous

Empire Cream Separator

The Separator with the Million Dollar Bowl

As this Separator has been incorporated in their well-known TORONTO Line of Farm Equipment, the new name of this machine will be the



EMPIRE TORONTO

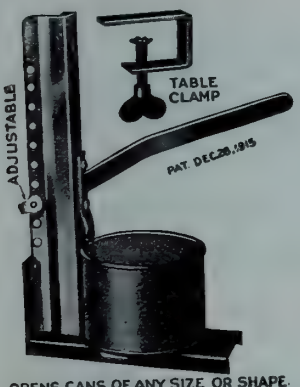
ONTARIO WIND ENGINE & PUMP CO. LIMITED

The Empire Toronto (absolutely the same machine as the Empire) offers you every selling advantage. For skimming efficiency, simplicity and durability, it is the utmost in separator manufacture. It completely fills every farmer's need. It ensures you more sales and quicker turnover. Sizes from 135 lbs. to 1,000 lbs. Be the first in your community to secure this profitable agency. Write us for particulars today.

ONTARIO WIND ENGINE & PUMP CO., LTD.

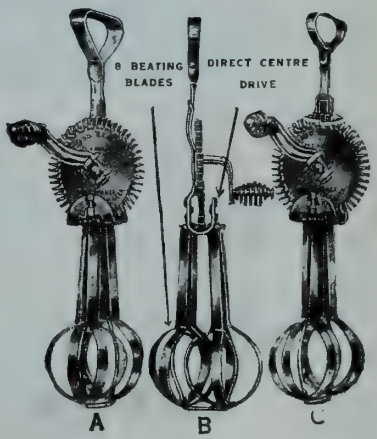
Atlantic Ave., Toronto.

Montreal Winnipeg Regina Calgary



OPENS CANS OF ANY SIZE OR SHAPE

The Word Sanitary— and Egg Beaters

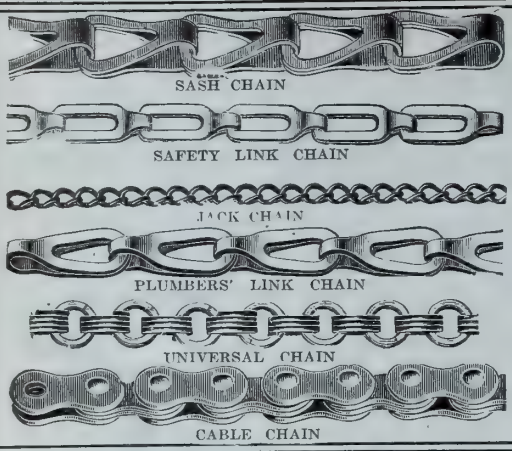


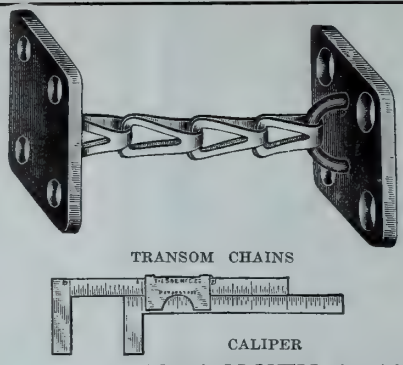
Goods that ACTUALLY ARE SANITARY are most desirable for kitchen use; they are head and shoulders ahead of those not really SANITARY—in fact, SANITARY goods stand in a class by themselves. For this reason manufacturers use the word SANITARY wherever possible. Our experience is, BOTH WOOD AND CASTIRON in kitchen Beaters are UNSANITARY. If any article must embody cleanliness, that's a kitchen beater and THAT'S WHY we have always made LADD ALL-STEEL BEATERS — ALL STEEL, NICKEL PLATED with a SMOOTH SURFACE, JUST 100% SANITARY, NO LESS. They cannot discharge dirt, dust, paint, etc., into the mixture. A VERY IMPORTANT TRUTH FOR SALES TALK.

LADD ALL-STEEL BEATERS—3 sizes for all requirements. **LADD MIXER CHURNS**--1 qt., 2 qts., Removable Beaters. **SATURN REELS**—2 finishes, 40 ft. cord. **SATURN CAN OPENER**—Safety, stationary. **CAN OPENERS** — 5 usual varieties. **RAZOR PARING KNIFE, NUT CRACKERS.** **Jobbers the world over, and Us.**

United Royalties Corporation

1133 Broadway, N. Y.





THE SMITH & EGG MFG. COMPANY

"ORIGINATORS OF SASH CHAINS"
BRIDGEPORT, CONN., U.S.A.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

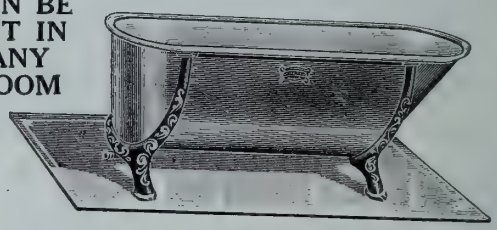
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

CAN BE PUT IN ANY ROOM



PROFITS in Country Trade

This advertisement is of interest to you if you number among your customers people who live in country localities without city conveniences.

TWEED ENAMELLED STEEL **BATHS**

give country folk all the advantages of a modern bath room at a very small cost. Made of galvanized steel enamelled and installed without plumbing, they fill a long-felt want for those who have been suffering from the lack of adequate home conveniences.

Write us for price lists and further particulars about these baths as well as the Tweed Sanitary Closets and other home conveniences.

THE STEEL TROUGH & MACHINE CO. LIMITED

TWEED - ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

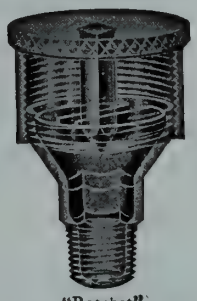
Manufacturers of Lumber Tools

Pembroke Ontario

If interested tear out this page and place with letters to be answered.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"Oil Cup"


"Ratchet"

"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Harris Heavy Pressure BABBITT METAL

Best For Bearings--Best For You

In One Pound Cakes

For The Hard-Ware Trade

IN TWENTY-FIVE, FIFTY AND ONE HUNDRED POUND BOXES

THE CANADA METAL CO., Limited
HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

TRADE GM MARK

Roofing and Building Papers That Continually Boost Your Store

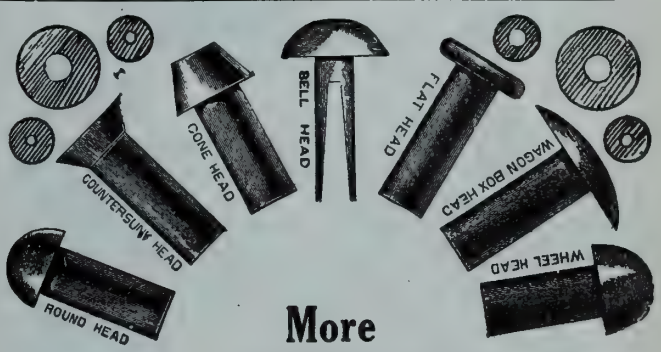
Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.
Established 1879
82 McGill Street Montreal, Canada



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It"

Wheeler & Bain
Limited
Toronto, Canada

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

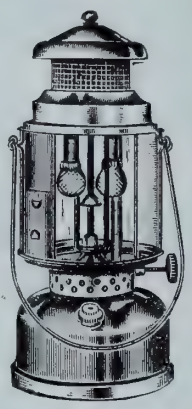
It pays to sell STILL'S.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Everybody Wants Light

Give it to them and get the profits! 400 candlepower of man-made sunshine.

NULITE
Lamps and Lanterns



Light at the scratch of a match. Equal to 20 coal oil lamps or lanterns in brightness. Handsomely finished. Lantern can't blow out. Burn 3 hours for 1 cent. With dark days coming on they are quick, sure sellers.

Write for our sales help. We pay for first ad. in your local newspaper and supply extra electros free.

National Stamping & Electric Works
412 S. Clinton St., Chicago, U.S.A.

Thumb Screw
No. 234

Stratford Brass Products grow in popularity, both with consumers who use them in Canada's best homes, and with hardware merchants who find a gratifying volume of sales for them in Canada's best stores.

We manufacture Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario

TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench

The Trimo Chain Pipe-Wrench

The Trimo Nut Wrench

The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

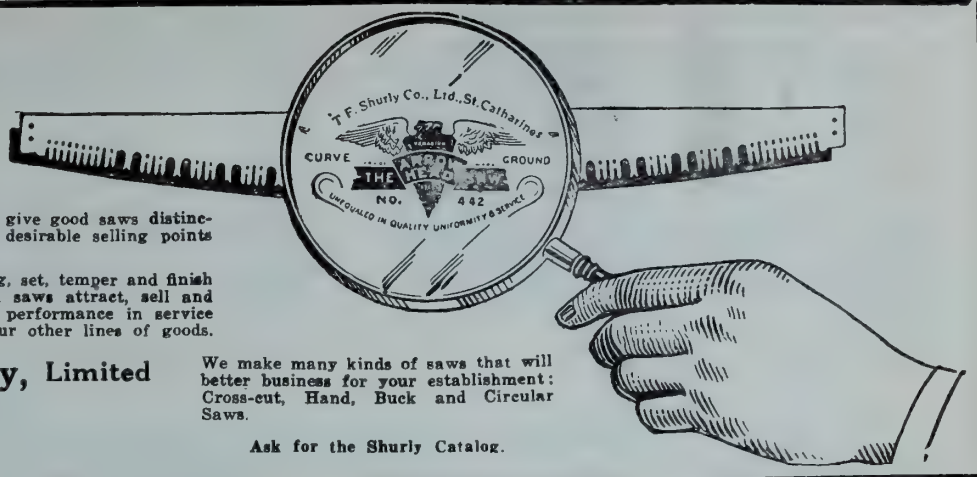
If interested tear out this page and place with letters to be answered.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

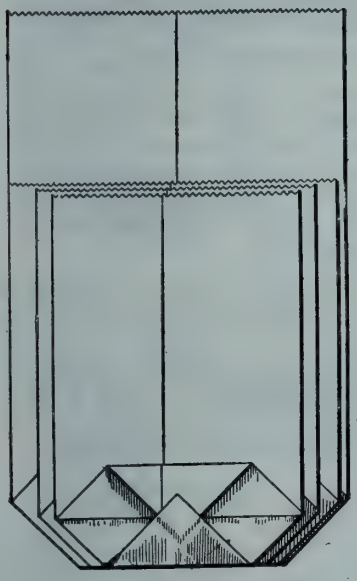


T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

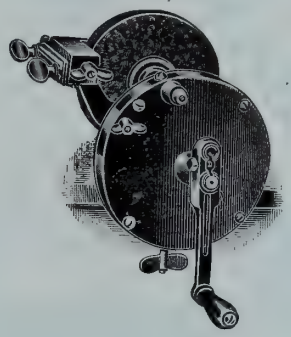
"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.
OTTAWA - CANADA

BULL DOG
Enclosed Cut Gear Tool Grind

Vitrified Corundum Wheels



There are no better or smoother running Grinders on the market.

These popular selling grinders are finished with two coats of baked black japan, and adjustable tool rest and slide. Made in 4 sizes. Mechanics, Blacksmiths, Carpenters, Wagon Makers, Contractors, etc., are all good prospects for this profitable, service-giving grinder. Ask your Jobber.

Western Hardware Mfg. Co.
Milwaukee, Wisconsin

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

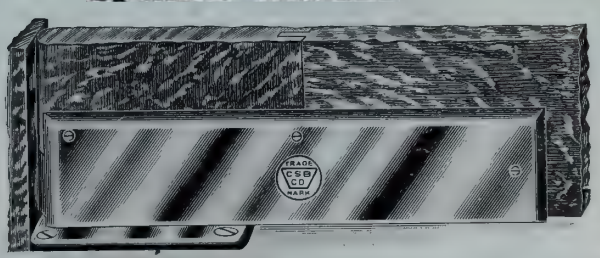
It is recognized as the "PREMIER."

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M36.

TRADE CHICAGO MARK

TRADE CSB CO MARK

SPRING HINGES



THE GENDRON MANUFACTURING CO. LIMITED

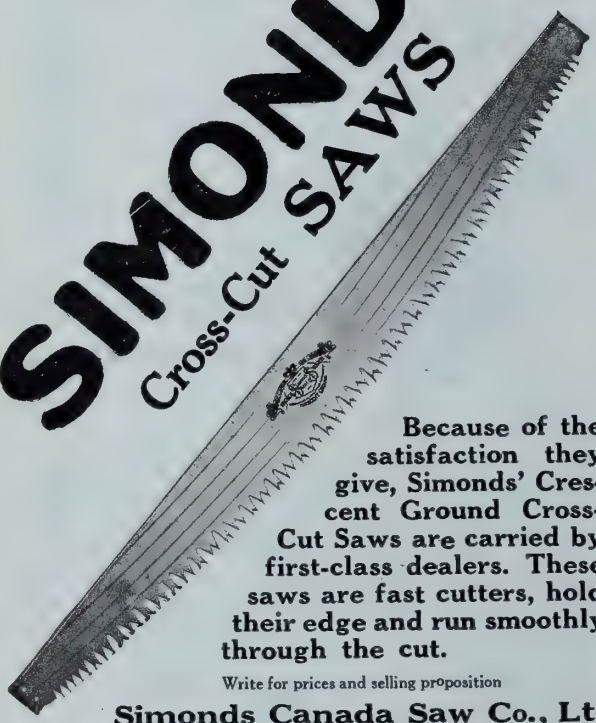
Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

SIMONDS
Cross-Cut SAWS



Because of the satisfaction they give, Simonds' Crescent Ground Cross-Cut Saws are carried by first-class dealers. These saws are fast cutters, hold their edge and run smoothly through the cut.

Write for prices and selling proposition

Simonds Canada Saw Co., Ltd.
St. John, N.B. Montreal, Que. Vancouver, B.C.

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

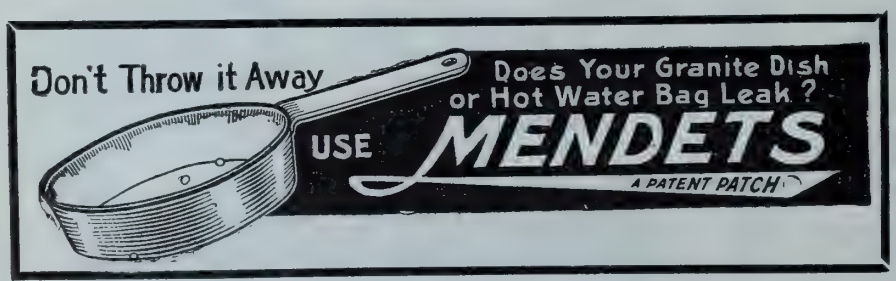
In design and construction it is the best torch of this type on the market to-day.

Detroit Torch
Takes Little Space

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on bottom of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

Detroit Torch & Mfg. Co.
Detroit, Michigan



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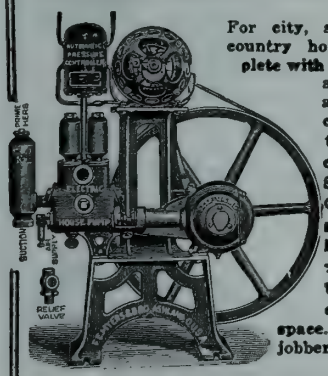

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London Rolling Mills Co.

LIMITED

LONDON, CANADA

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There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

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Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

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"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

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QUALITY

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Recently, many roofing concerns have cut prices practically to cost, and it is now very important that the Dealer should watch the **quality** of roofing being offered.

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Mount Dennis, Ontario, Canada

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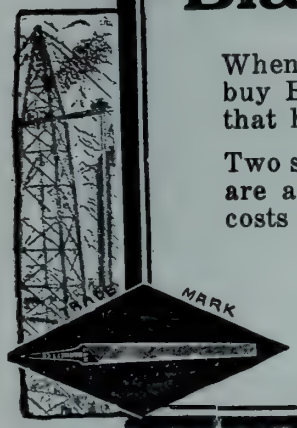

When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

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Manufactured only by—

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Somebody's Mistaken

WHEN a hardware dealer sells a Chevrolet owner the same oil that he recommends for a Stearns Knight—*somebody's mistaken!*

When a Stutz car stops and gets an oil correct for a Chandler—*somebody's mistaken!*

When Packard, Ford and Maxwell owners are given oil from the same barrel—*somebody's mistaken!*

Somebody's mistaken! Who? The hardware dealer himself!

How can a hardware dealer take out of his oil business *every possible chance* of being mistaken?

By stocking the *complete* line of Gargoyle Mobiloils and having at hand the Chart of Recommendations.

Only one oil is best for any automobile, motor truck, motorcycle or tractor. The Chart will give you its name. You are then in a position to build both good will and good profits.

Ask our salesmen for the Chart of Recommendations for your wall.

GARGOYLE

Mobiloils

A grade for each type of motor

IMPERIAL OIL LIMITED

Marketers of Gargoyle Mobiloils in Canada
BRANCHES IN ALL CITIES

Chart of Recommendations

Abbreviated Edition

How to Read the Chart:

THE correct grades of Gargoyle Mobiloils for engine lubrication of both passenger and commercial cars are specified in the Chart below.

A means Gargoyle Mobiloil "A"
B means Gargoyle Mobiloil "B"
E means Gargoyle Mobiloil "E"
Arc means Gargoyle Mobiloil Arctic

Where different grades are recommended for summer and winter use, the winter recommendations should be followed during the entire period when freezing temperatures may be experienced.

The recommendations for prominent makes of engines used in many cars are listed separately for convenience.

The Chart of Recommendations is compiled by the Vacuum Oil Company's Board of Automotive Engineers, and represents our professional advice on correct automobile lubrication.

NAMES OF AUTOMOBILES AND MOTOR TRUCKS	1921		1920		1919		1918		1917	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Anderson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Apperson (8 cyl)	A	A	A	A	A	A	A	A	A	A
" All Other Models						A	A	Arc	Arc	Arc
Briscoe	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac	A	A	A	A	A	A	A	A	A	A
Chalmers	A	A	A	A	A	A	A	A	A	A
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet (8 cyl)	..	..	..	..	A	A*	A	A	A	A
" (Model 490)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	‡	..
Cleveland	A	Arc	A	Arc	..	..	..	..	..	..
Cole	A	A	A	A	A	A	A	A	A	A
Columbia (Detroit)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cunningham	A	A	A	A	A	A	A	A	A	A
Dixie Flyer	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Dodge Brothers	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Elgin	A	Arc	A	Arc	..	..	A	Arc	A	Arc
Essex	A	Arc	A	Arc	A	Arc	..	..	..	..
Federal (Model S-X)	..	..	..	..	..	..	A	A	A	A
" (Special)	..	..	..	..	..	..	Arc	Arc	..	..
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	A	A	Arc	Arc
Ford	E	E	E	E	E	E	E	E	E	E
Franklin	A	A	A	A	A	A	A	A	A	A
Grant (6 cyl)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (Com'l) (Model 12)	..	..	..	..	A	Arc	..	..	..	..
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	..	..	..	..
H C S	A	A	A	A	..	..	..	..	..	..
Haynes (6 cyl)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (12 cyl)	A	A	A	A	A	A	A	A	A	A
Holmes	A	B	A	B	..	..	..	..	..	..
Hudson Super Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Jordan	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Kelly-Springfield	A	A	A	A	A	A	A	A	A	A
King (8 cyl)	..	..	A	A	A	A	A	A	A	A
Kissel Kar (12 cyl)	..	..	..	..	..	..	A	A	A	A
" All Other Mods	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
LaFayette (Indianapolis)	A	A	A	A	..	..	..	..	..	..
Lexington (Cont Eng)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liberty	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Lincoln	A	A	..	..	..	..	..	..	..	..
Locomobile	A	F	A	E	A	F	A	E	E	E
Marmon	A	A	A	A	A	A	A	A	A	A
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	A
Mitchell	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Monroe (Model M)	..	..	..	..	..	..	A	Arc	A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A
Nash	Arc	Arc	A	Arc	A	Arc	A	Arc	..	..
" (Model 671)	..	..	..	..	..	..	A	A	..	..
" (Com'l (Quad) (1 ton and 2 ton)	A	A	A	A	A	A	A	A	..	..
National (6 cyl)	A	Arc	A	Arc	A	Arc	A	Arc	..	..
" (12 cyl)	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
Oakland	..	..	..	..	A	A	A	A	A	A
Oldsmobile (4 cyl)	A	A	A	A	A	A	A	A	Arc	Arc
" (6 cyl)	A	Arc	A	Arc	A	Arc	..	..	..	..
" (8 cyl)	A	A	A	A	A	A	A	A	Arc	Arc
Overland	A	A	A	A	A	A	A	A	A	A
Packard	A	Arc	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Page (6 cyl)	A	A	A	A	A	A	A	A	A	A
(Cont Eng)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	A	A	A	A	..	..	..	..	..	..
Peerless (8 cyl)	A	A	A	A	A	A	A	A	A	A
" All Other Models	..	..	..	..	..	..	Arc	Arc	Arc	Arc
Pierce-Arrow	A	A	A	A	A	A	A	A	A	A
" (Com'l 5 ton)	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Mod	A	A	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	A	A	A
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Republic (1 and 1½ ton)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" All Other Models	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc
R & V Knight	B	A	B	A	..	..	..	..	..	..
Saxon	A	Arc	A	Arc	E	E	E	E	E	E
Scripps-Booth (4 cyl)	..	..	..	..	..	..	Arc	Arc	A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A
Selden (½ ton)	..	..	..	..	..	..	..	..	A	Arc
" (5 ton)	A	A	A	A	Arc	Arc	Arc	Arc	..	..
" All Other Mods	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Stearns-Knight	B	A	B	A	B	A	B	A	A	A
Stephens	A	A	A	A	A	A	A	A	Arc	Arc
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Templar	A	A	A	A	A	A	A	A	..	..
Velie (Model 34)	A	Arc	A	Arc	..	..	..	..	..	..
" (Com'l (½ ton)	..	..	..	..	A	Arc	A	Arc	..	..
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	..	..
Westcott	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
White (16 valve)	..	..	..	..	A	A	A	A	A	A
" (3 and 5 ton)	A	A	A	A	A	A	..	..	..	..
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Willys-Knight	B	A	B	A	B	A	B	A	A	A
Willys Six	..	..	..	..	Arc	Arc	Arc	Arc	Arc	Arc
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

Prominent Makes of Engines

Beaver (Mod J-JA-JB-JC)	A	A	A	A	A	A	A	A	..	..
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Buda (Mod ATU-BTU-CTU-DTU-ETU-FTU-HU-HTU-IU-ITU-XU-XTU-YU-YTU)	A	A	A	A	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Continental (Model B2)	A	A	A	A	A	..	..	..	..	..
" (Model T)	..	..	..	..	A	Arc	A	Arc	A	Arc
" All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Falls	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
G B & S (Model AA)	A	A	A	A	A	A	..	..	..	..
All Other Models	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Herschell-Spillman (Models JU-S-V & VA)	..	..	..	..	A	A	A	A	A	A
" All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Hinkley	A	A	A	A	A	A	..	..	..	..
Northway (Mod 108)	..	..	..	..	..	..	..	..	Arc	Arc
All Other Models	A	A	A	A	A	A	A	A	A	A
Waukesha (Models CU-DU-EU & FU)	A	A	A	A	A	A	..	..	..	..
All Other Models	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Weidely	A	A	A	A	A	A	A	A	A	A
Wisconsin (Mod Q & QU)	..	..	..	..	A	Arc	A	Arc	A	Arc
" All Other Models	A	A	A	A	A	A	A	A	A	A

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII OCTOBER 29, 1921 No. 44

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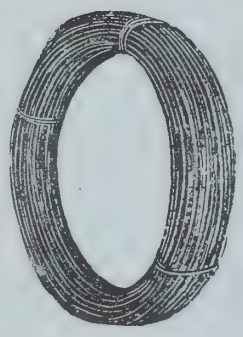

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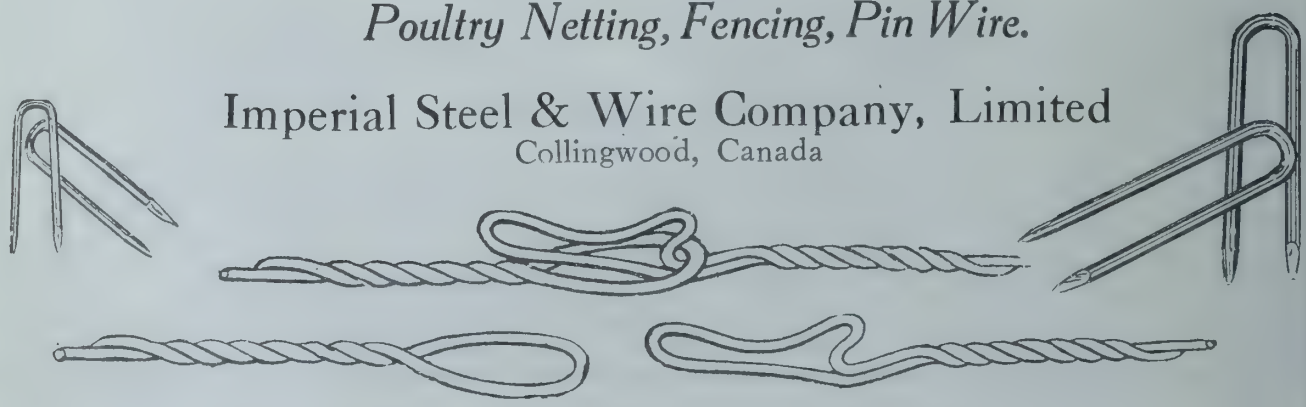
Collingwood, Canada



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Hardware and Metal

Published Every Saturday Since 1888

Vol XXXIII OCTOBER 29, 1921. No. 44

Applying "Marking Act" to Hardware

Flexibility Would Assist in Enforcing Spirit of Law—Might Take a Bond from Exporters and Accept Regular Markings—No Marking on Repair Parts—Marking by Label Would be Dangerous in Shipping of Glass—Expensive to Mark Stock Already Made Up

MANUFACTURERS of hardware lines which will be affected by the regulations of The Marking Act are making a close study of the various provisions with a view to being prepared for it when it is made effective. The Act was to have been effective on October 1, according to original plans, but was subsequently postponed until January 1, and it is now stated as a possibility that it will be still further postponed and probably not made effective until after the election of a new government. In view, however, of the likelihood of some such legislation being enforced in order to cope with the situation which has produced the necessity for such regulations, it is interesting to note what various hardware manufacturers think of The Marking Act with its provisions for marking country of origin on all imports, and how it will apply to the various lines sold by the retail hardware trade in Canada.

William M. Pratt, President Goodell-Pratt Co., Greenfield, Mass., tool manufacturers, in discussing the point with Hardware and Metal, expressed approval of proper designation upon all products where it is practical to mark the product itself, otherwise upon all cartons in which the product is packed. Further dealing with the subject Mr. Pratt stated: "It seems to us, however, that the fine point of insisting upon 'Made in the U.S.A.,' even though it is plainly stamped or labeled with the name of the maker and his address followed by U. S. A., will do little to carry out the spirit of the law."

Might Take Bond From Exporters

"We believe that Canadian custom authorities should require a certificate and a bond if necessary, from all exporters covering their products and then should accept their regular stampings or markings upon the articles themselves where practical, otherwise upon the cartons or packages in which they are enclosed. Certain small products cannot be legibly marked and some flexibility in the enforcement of these regulations will assist in the enforcement of the spirit of the law and will insure its benificent effect."

An official of Brown & Sharpe Mfg. Co., machinery and tools, Providence, R. I., states that considerable study has been given the regulations and they find it difficult to determine just what is required. "We have discussed the matter with J. H. Andrew, Special Officer of the Canadian Customs of Boston, who called at our works and expressed the opinion that a liberal interpretation would be given to the regulations which have been imposed and that the difficulties which might arise from a strict interpretation would thus be avoided," said this official.

"It still remains difficult to determine just what a liberal interpretation might be and with the threat of seizure of goods and other penalties it puts uncertainty in the mind of the U. S. manufacturer who does business in Canada.

"We have been given to understand that in cases such as that of repair parts for a machine which was originally shipped into Canada and which has the name of the manufacturer cast integral with the frame, no requirements of marking would be insisted upon for such repair parts, and that small articles of manufacture, where it is not convenient to mark upon the goods would be exempt from the requirements of marking.

"Whatever is done in the line of placing restrictions additional to what already exist upon goods exchanged between the United States and Canada, either way, across the border, is certainly a restriction of trade and detrimental to the best development of mutual business interests. For this reason we regret that Canada considers it desirable to enforce such a law. When, however, it becomes effective we shall make an earnest effort to comply with its conditions as fully as possible; but instead of feeling that it will be a protection either to Canada or the United States we feel that the objectional features will more than offset any advantages which may accrue from it.

"There seems to be a tendency among many nations (France for example) to enact this type of legislation following the war and this may lead to reciprocal laws on the part of the United States which will tend to still further complicate the situation."

Dangerous to Label Window Glass

Regarding the application of the marking regulations to imports of glass, S. J. Rutherford, president of the Toronto Plate Glass Importing Co., Ltd., stated to Hardware and Metal that the understanding of the regulations held by that firm was that every individual article should be marked, and while this might be done in the case of plate glass by means of a label, it would be most difficult to apply to common or ordinary window glass, as the expense of putting a label on each pane would be considerable. Furthermore, when there are perhaps 50 lights in a box, each with a label on one particular spot, the thickness of the labels would make packing awkward as the glass would not press evenly throughout and it would therefore be easily broken when handling in transit."

No objection to stamping their products with any reasonable marking that may be desired, is expressed by another U. S. maker of tools, in discussing the matter with Hardware and Metal.

"From the manufacturing standpoint however, it is going to be a most annoying and rather expensive problem for all U.S. manufacturers who have goods in stock which are not marked in the proper manner. It will

(Continued no Page 58.)

Says All Hardware Stocks are Low

Manufacturers', Wholesalers', and Retailers' Stocks Liquidated In Past Year of Marking Time—Reasonable Manufacturing Costs Will Stimulate Demand for Products—Must Expect Reduced Returns on Investment of Capital—Good Judgment Used In Downward Price Movement

MANY interesting facts concerning general business conditions and current developments in the various branches of the hardware and metal industries were brought out at the joint convention of the American Hardware Maufacturers' Association and the National Hardware Association at Atlantic City, N. J.

President A. H. Decatur dealing with the period of liquidation and readjustment now being experienced, stated that this readjustment would naturally be slow. "The change from war conditions to normal could not take place in a few weeks or even months, but has extended into years, and it will still require much patience and perseverance as well as thrift and economy before we get through with this great transformation in economic conditions," he said. "That we are nearer the upward swing of business, no one doubts; there is already a change for the better. Many of the basic products have apparently reached bottom in price and made the turn upward, and demand for such products is increasing.

"The demand for all manufactured products will be increased when they can be produced at a reasonable cost. Basic conditions for return to normal were never better. The nation is now sound and is ready for the revival when the people get right. It is quite evident, however, that we have not yet reached that point. There is too much waiting for conditions to adjust themselves.

Cannot Expect Big Returns On Capital

"This is a time for working. If we expect to change the situation for the better, every merchant, every producer must make some sacrifice and do his part to restore confidence. When confidence is restored, adjustment may be speedily made, we will reach a normal condition, and we can then expect a period of unusual business. But we can not expect to have capital, much of which was accumulated under conditions that prevailed before the war, invested without some assurance of aproximately 100 per cent. value.

"As manufacturers, jobers, and retailers, we should not overlook the many obstacles to be overcome before business can be on a sound and profitable basis. Many of us have a wartime overhead expense, which must be reduced in proportion to the volume of business.

"The jobber, as a distributor, has felt that he must have the goods for delivery, and has carried a large stock on which he is taking the depreciation. This is a part of his sacrifice in the readjustment. The manufacturer and the retailer are making their sacrifices also, and they must continue to make them until confidence in values is restored.

"The interests of the jobbers and retailers are mutual and there should be the greatest co-operation between them. The jobber's success depends upon the success of the retailer. It is important, therefore, that the members of our Association render every possible aid to assist the retail trade at large in making their business profitable."

Has Used Good Judgment

T. J. Fernley, Secretary-Treasurer of the National Hardware Association in his address, expressed the opinion that the industry had exhibited remarkably good judgment in its downward price movement.

"The able leadership of those in control of our basic raw materials has served to make the downward course of price revision gradual rather than precipitate," said Mr. Fernley.

"The result of these far sighted policies has aided materially in attaining our present position with a minimum of loss.

"Every effort is being made by our members to conduct the service of distribution on the lowest possible percentage of overhead so as to convey hardware products to the consumer through the retailer on an attractive price basis.

"Some of the manufacturers who have indulged in experiments, dispensing with the service of the wholesaler, have learned considerable concerning the cost of individual solicitation of the retail trade of the country taking care of their own distribution, so that such an experiment has not been in the nature of the elimination of the wholesaler, but has been the creation by the manufacturer of his own wholesale department, one line of goods bearing the entire cost of distribution instead of spreading it over hundreds of lines as does the wholesaler.

"One notable example of this character of experiment became involved in financial difficulties, and is again seeking co-operation of the wholesaler in buying large quantities of goods on short terms and in handling the service of distribution.

"Hardware was about six months late in recognizing the downward tendency and the reductions in prices have been uneven, so that while the general average to date is about 80 per cent. over the pre-war average, some items are below that figure while many are above."

"Knowledge Is Needed"

Retiring President W. D. Biggers of the American Hardware Manufacturers' Association in addressing the convention pointed out that business prosperity depends on sales and sales hinge on knowledge—knowledge of the goods, knowledge of general conditons and knowledge of local conditions.

"This will be true to a greater extent durig the next two or three years than during the past—for some two years past, you could sell anything at any price," said Mr. Bigger. "This is not the case now. If business is to climb back to that most discussed and earnestly desired normal plane, business men must first get back to fundamentals.

"Manufacturers must do their utmost to impart to jobbers and retailers full information regarding the merchandise they produce. Jobbers must teach their representatives not only to sell put to pass on their selling information Retail merchants must educate their salesmen and that education must be based on accurate knowledge of the merchandise to be sold.

"Let the people know that you have good merchandise, or a good service to sell at a plain price, or as Herbert Hoover remarked the other day, '95 per cent. of the people don't want to know whether it's made in Paris or not, but they do want to know if it will wear, and how much."

"Business will be good for those who make it good. We must inspire courage and confidence.

"Good service will mean much this year. Every method that will reduce the cost of merchandise should be carefully considered by manufacturer, jobber and dealer, for it means a net saving to the user. The cost of distribution is largely dependent on railroad rates and railroad rates are dependent on labor. Excessive freight rates must be adjusted. The adjustment of labor must first be made before the roads can make a reasonable and just revision of rates.

"There is still a great lack of housing facilities and I believe there is no one thing that could do more for the unemployed than a building program. There is a great scarcity of homes with the consequent result of high rents. The building trades in many of our cities are partially to blame for the present shortage of homes. However,

(Continued on page 58)

Planning the Fall Hardware Sale

Effective Grouping of Utensils, Tools, Ash Cans, Stove Pipes, Hunting Goods, Paints, etc. to Appeal to the Fall Hardware Shopper—Dangers of Reducing Stocks Too Much—Competitive Era Demands Skill in Business Conduct.

Two window displays of seasonable Fall lines are shown herewith as arranged by Mills Hardware Co., Hamilton, Ont., in connection with the Fall Hardware Sale. Kitchen utensils, ash cans, stove pipe, tools and hunting requirements are shown effectively with price cards. The tinted leaves and stuffed animals give a realistic effect in the hunting window.

CONSIDERABLE activity was noted in the Mills Hardware Co. store in Hamilton on the occasion of a recent visit of Hardware and Metal, and it was established that much of this activity was due to certain selling plans which Mr. Nelson Mills has employed in connection with Fall selling. A glance at the window display shown herewith shows posters announcing a special "Fall Hardware Sale," supported with two window arrangements of seasonable Fall lines. Kitchen utensils, ash cans, stove pipe and tools are shown in one display, with price tickets affixed to each line of goods. In the other window is seen an effective arrangement of hunting goods showing ammunition, rifles and other equipment along with some tinted leaves indicating the Fall season and some stuffed animals to give the setting a realistic effect.

Inside the store these and other seasonable lines were also given good prominence, special tables being arranged of kitchenware for the housewife to leisurely examine. Mr. Mills stated to Hardware and Metal that from fifty to sixty per cent. of the business of the average hardware store located on a main thoroughfare is with women shoppers. For this reason he is of the opinion that more attention should be paid to women customers. A study of women's tendencies is recommended and certain of the features which attract women to the department stores might be adopted to advantage by the hardware store. One point in particular is that this firm have found that prices shown prominently in the retail advertising make them much more effective in pulling business.

Paint trade has been active this year in the Mills store, this firm having sold more cans of paint and more customers than during the previous year. It was found that the recent reductions on ready mixed paints have brought back many customers for this class of paint who formerly were buying lead and oil, and mixing their own paints.

Paint Customers Unlike Mechanic Buying a Tool

The necessity of salesmen having a thorough knowledge of the goods they sell was particularly emphasized by Mr. Mills in connection with the paint department.

"The average customer for a tool is a mechanic who can tell the salesman exactly what he requires," said Mr. Mills, "but the paint customer seldom knows the right manner in which to apply paints and varnishes or knows the most effective color combinations to use. This information must be supplied by the salesman if satisfactory results are to be obtained."

Discussing the possibilities of the merchant developing business in personal calls at the homes of customers, Mr. Mills pointed out that it would be a great deal more valuable for the merchant to spend an hour with a customer at the home, showing the method of applying paint, doing graining, etc., than to spend an hour putting up stove pipes, for the satisfaction gained through a pleasing paint job will bring much repeat business from this customer and from others who will be influenced.

Under prevailing conditions the necessity in retail trade is for the decreasing of costs and the increasing of turnover. In many cases, as pointed out by Mr. Mills, an outlay of money is necessary, such for instance as the use of advertising. Such means are however, justified and necessary to stimulate turnover.

Dangers of Reduced Costs

With the experience of the past year, Mr. Mills is of the opinion that next.

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Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, OCTOBER 29, 1921

SOME interesting income tax figures secured by Hardware and Metal show the relation of the various classes in Canada as regards contribution on income tax account. Of a total of $46,381,806, collected by the Federal authorities for the year 1920-21 farmers contributed $61,735. They numbered 16,652 out of a total for the whole country of 194,257 persons assessed. Merchants to the number of 24,483 paid $7,689,521. Manufacturers paid $8,217,730. Employees paid $11,301,805, professionals contributed $2,642,585 and the rest of the taxpayers paid $11,823,563.

Justifying Optimism

THE RESULT of recent investigations conducted by Hardware and Metal among various branches of trade, coupled with information brought out at recent gatherings of hardware interests, would seem to give a somewhat clearer idea of what is actually transpiring in the hardware trade and with this as a basis, to have more confidence in future developments.

Undoubtedly there is today a much more optimistic feeling among certain hardware manufacturers, wholesalers and retailers, than for some months. This is probably not general, due to the fact that Western Canada crop conditions are not quite up to expectations and buying power and debt paying power of Westerners may be somewhat curtailed as a result, but on the whole there is a better sentiment which bids fair to outdistance the usual seasonable flurry at this time of year. There will be some give and take before conditions finally settle down to a solid basis, but the pendulum has had its big swing each way and it is now in the stage where numerous transitory influences are somewhat restricting its gradually settling tendency. Adjustment of transportation charges, labor costs, raw material prices, and the removal of unsettlement caused by political developments, will help in the establishment of a sound basis of trade.

Many manufacturers of hardware have recently been manufacturing only for current needs and this has in most cases required only part time operations in these factories. The possibility of lower transportation charges, lower prices on materials, and the hand to mouth buying tendency of customers has not encouraged any departure from this plan, but it is encouraging to note that in many cases increasing current requirements are now making necessary the longer operation of plants each week. In view of the fact that many plants which were operating two and three days weekly are now up to a four day schedule and are still not manufacturing for stock, there would seem to be little the matter with the branch of industry which these firms represent. Other plants which for some months prior to August were operating on about half time are now operating to capacity with overtime in some departments. In many cases this could hardly be expected to be maintained over the next three or four months as this would be more in the nature of a boom than a return to normal conditions. At any rate the signs of increasing industrial activity and the improvement of sentiment among buyers are important factors in the present situation.

This is no time for generalities or admonitions concerning optimism, but it is time the true facts which justify optimism should be given their broadest application to overcome the psychological effect of conditions recently experienced. The merchant may well watch closely his trade newspaper and other sources of accurate information for details which justify optimism concerning the business outlook, and use these to advantage in selling.

Caution is Required

AS WAS expected, the Government is again letting itself in for considerable abuse regarding the proposed regulations governing the marking of the country of origin on all imports. This is a very broad question and one which has many possibilities, some favorable but many unfavorable. Undoubtedly it would be useful information to a Canadian buyer to know what country had manufactured the prospective purchase. It would serve as an added protection against importations of cheap goods, the sale of which largely depends upon the close imitation of better grade articles, and it would also give the Customs Department an effective means of checking imports. On the other hand the regulations will probably occasion much difficulty among manufacturers of the goods which are exported to Canada. Some of these manufacturers have put forth some suggestions which bear more or less merit, one manufacturer suggesting that the Canadian Customs officials take a bond or certificate from exporters, covering their products and that these officials then accept the exporter's regular stampings or markings upon the articles themselves or upon their containers. In a number of cases exporters fail to see the value of the specific marking "Made in ....." when the firm's name and address appears on the goods. Another opinion is that the objectional features of the regulations will more than offset any advantage which may accrue from it. In regard to the marking of glass and other lines of hardware the complications are increased and dangers to shipments in transit are threatened.

Undoubtedly the various countries which comprise the world are today faced with many severe problems as result of the chaos caused in the ordinary channels of trade by war conditions, but these problems are of a world-wide nature and it will not aid in their solution for each country to surround itself with such barriers as will discourage international trading. The success of the foremost industrial nations of the world has come through developing the world's channels of trade, selling their products abroad and offering a market for the product of other countries in return. Thus any international barriers which will restrict trade without any compensation to domestic business should be imposed only after much serious consideration. There are many angles to the marking of imports regulations and the counsel of interests involved might well be sought before applying these regulations.

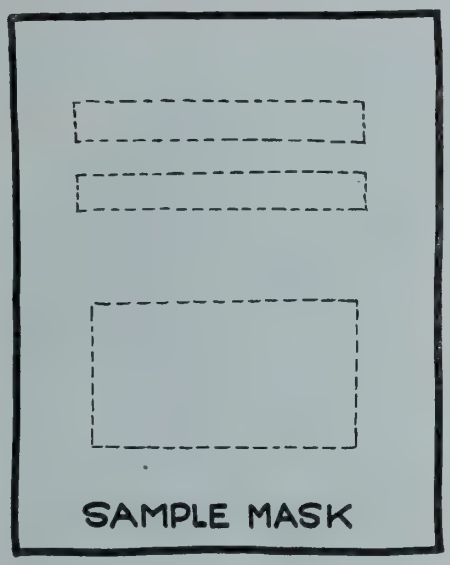
Show Cards for Fall Hardware Sales

Small, Neatly-lettered Show Cards for Both Store and Window Displays Effective in Aiding Fall Sales of Hardware—Kept Seasonable and Changed Quickly—Attractive Show Cards Improve Tone of Store and Window Displays

SHOW card colors are put up in glass jars, the smallest being the 2-ounce jar; this size is the most convenient, taking up little space on the working table.

Procure a few sheets of any smooth surface paper, plain manilla wrapping paper or ordinary white drug paper will do. Rule faint horizontal pencil lines across the paper about three inches apart for the letters and brush strokes and leave a space of an inch or so between each line of lettering. You can, of course, use your own judgment on this. The main idea is to give yourself enough space to allow for a free, uncramped movement of the brush.

Hold the brush between the thumb and forefinger much in the same manner as you would hold a pen or pencil, only a little more upright. Hold close down to the hair which will give you better command of the brush. Too much cannot be said on the importance and advisability of having a good flat chisel-like edge on the brush before beginning a stroke or letter. No matter how expert in lettering an individual may be, unless he has the brush in proper shape it is next to impossible for him to execute any quick single-stroke letter without "patching" or "doctoring" up afterwards.



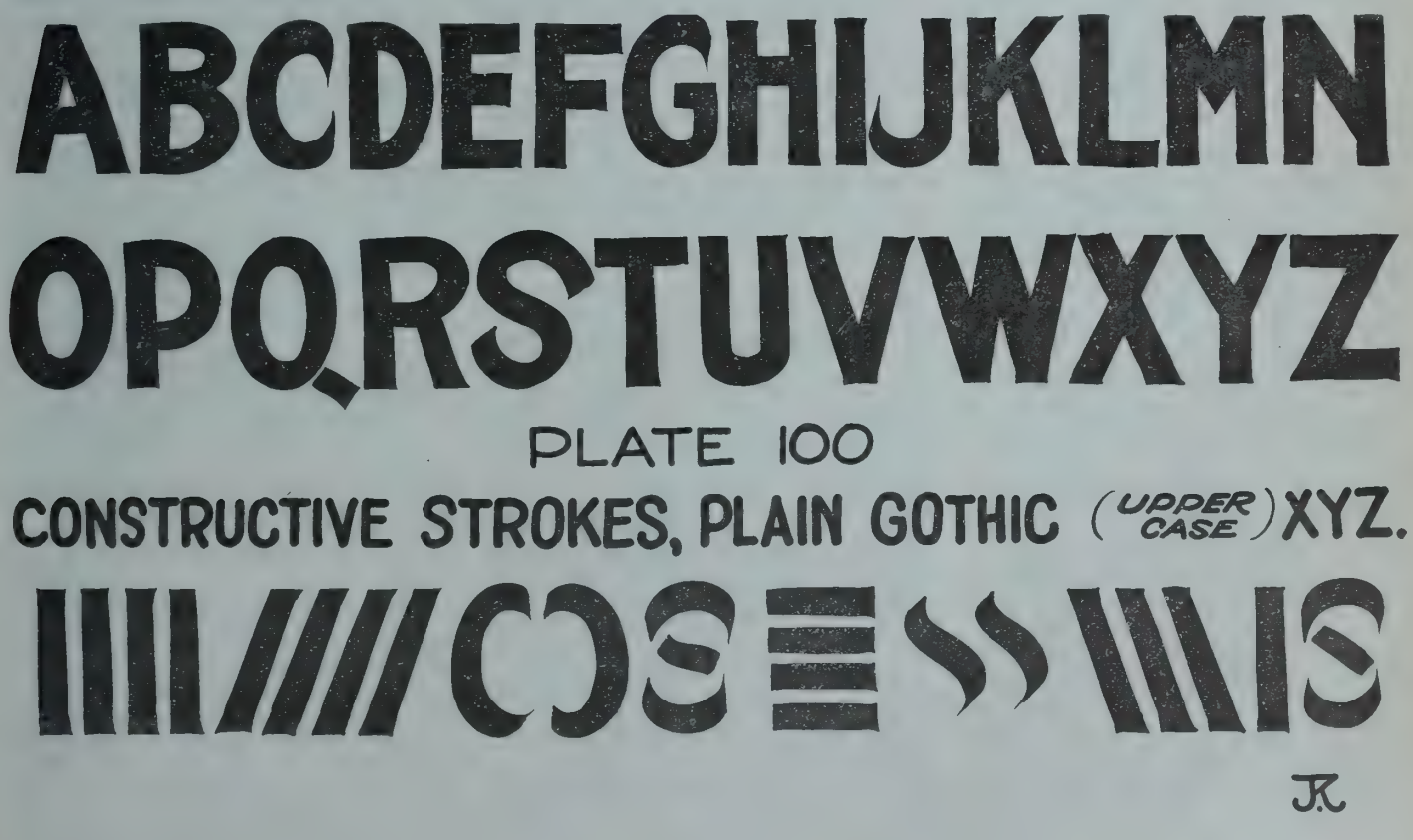
Cut out on dotted lines. Place over Price Ticket and pencil lay-out.

Do not attempt to make an alphabet by laboriously outlining each letter. Alphabets requiring this treatment are seldom used by the cardwriter. Most show card alphabets are made via the "single-stroke" route. The term "single-stroke," of course, does not mean that each letter is completed in one stroke, but that each constructive stroke or part of the letter is executed by one sweep of the brush. Before attempting to letter the large alphabet shown in this issue you would do well to practise the constructive strokes. By diligent practice of these strokes, you will gradually gain confidence and steadiness which will make easier for you the lettering of the alphabet itself.

The big alphabet is commonly called Plain Gothic (upper case or capitals) and is one of the most widely used by the card-writer. Determine to master this alphabet and you will find the other alphabets comparatively easy.

It is a mistake to practise too carefully or in a hesitating manner. Boldness of stroke is all-important. Try to cultivate a moderately rapid even stroke right from the start. Don't just dip your brush in the color and proceed to practise but stroke it on a palette (a

(Continued on Page 54)



News of Western Canada

Says B.C. Trade Discriminated Against

Freight Rate Hearing in Vancouver Followed with Interest — No Outstanding Changes in Hardware Prices on the Coast—B.C. Producers Want Better Access to Eastern Markets

THE main feature of interest in the hardware trade in B.C. this week has been the freight rates enquiry before the Dominion Railway Board which sat for four days in the Board of Trade rooms here. Business continues good and it will continue probably until the wet weather puts a damper on building activity in the leading centres.

Turpentine is 15 cents per gallon up being quoted wholesale at $1.80 per gallon in barrel lots. Brushes are off 15 to 25 per cent. but house-hold paints and white lead remain at the same figures following the early September adjustments on a lower basis. Lead, however went up a dollar following the three dollar decline and is now quoted at $16.80 per hundred.

The coast wholesale hardware distributors were represented at the enquiry by R. P. McLennan of McLennan and McFeely while A. B. Weeks of the Canadian Northwest Steel Co., presented the case for the structural steel machinery, mill, logging and metal products industries. Ernest Gadd of the Vulcan Iron Works spoke for the boiler-makers and engine manufacturers.

The writer, who attended the sittings of the commission, was impressed with the fact that without question, coast producers were the subject of unfair discrimination as against the eastern manufacturers, who, on account of favorable rates, were enabled to enter the Crow's Nest and Okanagan districts securing much business unobtainable by coast interests on account of a margin of freight rates which favored the east. Each of the witnesses submitted a mass of rate comparisons supporting their contentions.

It was shown at the enquiry that, on account of the industrial expansion on the coast due to war activities, British Columbia manufacturers were now producing many commodities such as nails, bolts, nuts, roofing material and several other lines not manufactured here before the war.

Counsel for the Canadian Pacific Railway secured admissions from W. L. Miles, a Toronto traffic expert, who prepared the comparisons, that they were prepared on a basis of distances and that gradients and density of traffic had not been taken into consideration. The case is to be further heard at Winnipeg, next month, and the final argument will be heard at Ottawa.

R. P. McLennan, stated in his remarks that unless the mountain scale was removed coast distributors would be confined to the market in British Columbia. Eastern manufacturers were given access to 9,000,000 people and he claimed fairer treatment should be accorded B.C. It was just such high handed action as the fixing of such rates that was responsible for strikes, revolutions and boycotts. Fifty per cent. of the heavy hardware tonnage used in B.C. was manufactured here.

In his evidence Mr. Weeks said that taking a point 810 miles equidistant from Winnipeg and Vancouver, a shipper in the former city could ship on a basis of $9.10 per ton cheaper than could the manufacturer on the coast.

"The result of this freight rate discrimination," declared Mr. Weeks. "is the throttling of industry on the Pacific Coast by excluding them from a large portion of their legitimate field of operations."

Western Firm Holds Salesmen's Convention

Winnipeg, Man.—The Annual Sales Convention of G. F. Stephens and Company, Limited, held at Winnipeg headquarters, was attended by a full muster of the Company's salesmen, drawn from their respective territories in Western Canada. The convention room on the third floor of the ware-house was tastefully decorated for the occasion, the pannelled walls being literally covered with the Company's advertising matter, the variety of color and design forming a pleasing and suitable setting for the deliberations of the sales staff.

The three-day convention, which was divided into morning and afternoon sessions, was formally opened by the President of the Company, M. F. Christie, who occupied the chair throughout the proceedings.

In his address of welcome to the salesmen, the president pad a beautiful and touching tribute to the memory of Mr. G. F. Stephens the founder of the Company. Mr. Christie sounded a conservative but optimistic note. "In my opinion," he said, "we have touched the bottom, in other words, have got to, and over the worst part of this re-adjustment period, and while we cannot expect any spectacular or immediate revival, yet, I believe we are on the turn in the right direction and may look forward with reasonable expectation to a slow but steady progress from now on. I believe, too, that this business depression will be of shorter duration and our 'come back' more rapid West of the Great Lakes and throughout the Prairie Provinces than in Eastern Canada, and certainly in the United States."

Demonstrations of a practical nature, which feature the convention from year to year, were carried out at each afternoon session, the salesmen following the work with the keenest interest, and proving by their talks and questions in the ensuing general discussions that they have a sound working knowledge of the fundamentals of paint and varnish application.

A very comprehensive review of the Company's advertising and publicity policies was given by L. C. Stephens, who also delivered an instructive address on the "Save the Surface Campaign."

F. W. Stephens, factory superintendent, gave a highly instructive paper on "The manufacture of graphite and its use in bridge and elevator paints."

At the conclusion of the Saturday afternoon session, the sales staff adjourned to the Royal Alexandra Hotel, where they were entertained at a banquet given by the directors of the Company.

THOS. DAVIDSON MANUFACTURING CO. LTD., OPEN IN CALGARY

Thos. Davidson Manufacturing Co. Ltd., announce the opening of a branch warehouse in Calgary for the convenience of Western customers. The firm has taken over the premises recently occupied by The Gurney Foundry Company at 305-10th Avenue East, where a complete line of goods is being stocked. It is hoped to commence shipping from Calgary stock by November 1st, 1921.

Hardware Conditions in Saskatchewan

James Feir, Regina Manager Wood Vallance, Ltd., Surveys Conditions—Outstanding Accounts Heavy—Credit Burden on Banks and Wholesale Houses—Retailers' Stocks Very Low—Majority of Merchants Selling at Fair Prices—No Pessimism Over Outlook

REGINA, Sask.—James Feir, Regina Manager Wood, Vallance Ltd., who has recently returned from a business trip in which many parts of the district were visited, deals with conditions as he found them in the hardware trade, in the following statement to HARDWARE AND METAL:

"The crop yield on the whole throughout Saskatchewan has been somewhat better than average and we had every reason to be satisfied until September 8th when very heavy rains set in before the threshing was one-third completed. These rains lasted nearly three weeks and Regina had a total of seven inches.

"Prior to these rains nearly all the crop was grading No. 1 Northern but when threshing was resumed the first week in October, it was found that a considerable portion of the grain had sprouted and been injured by the dampness, etc. Some of it continued to grade No. 1 Northern, but the most No. 2 and No. 3 Northern, some of it being tough, sprouted, damp, etc., and I should say that the general average will be about No. 3 Northern.

"In addition to this, the price commenced to drop as soon as heavy marketing began, and the average price now in Southern Saskatchewan for No. 1 Northern is 90c per bushel, fo.b. shipping point. I ran across some cases where the farmers have been told not to bring in any more wheat as the elevator buyers did not want it. Other cases where they were offered as low as 37c per bushel, and in many cases 50c and 60c, but I should say that the general average return to the farmer on the crop threshed since the rain would be from 65c to 75c per bushel.

"When you take into consideration the fact that it costs at least 20c per bushel to thresh and then add the value of the twine and the seed, and the other expenses of growing the crop and harvesting it, there is little or no profit in it for the farmer. We presume that wheat has got to come down in value to nearly pre-war level, but it is unfortunate that it had to drop so suddenly.

"The value of the crop harvested, therefore, will be considerably less than last year owing to these two factors.

(a) The inferior quality caused by the wet weather.

(b) Heavy decline in price.

"This is not withstanding the fact that the yield has been above the average.

Collections

"Most merchants have carried over on their books large balances from last year and early in the spring and summer very little credit was given on account of the uncertain future, but along in July and August when conditions seemed to be very favorable, a certain amount of additional credit was given which makes the outstandings of the various merchants very heavy. Owing to the decline in the value of the crop as above stated, most merchants are very pessimistic about collections, and it appears uncertain whether 50% of the retail merchants' outstandings on the average will be collected; whereas everybody thought when the crop was being harvested that a fine clean-up would be made in old balances this year.

"It is, therefore, reasonable to assume that retail merchants will have considerable difficulty in carrying on over the winter unless the banks and wholesale houses are extremely lenient, and it is difficult to see how the wholesale houses can afford to carry the burden of credit that they have done for the past few years.

JAMES FEIR

Regina Manager Wood, Vallance Ltd., who, as a result of recent trips throughout the district, gives a summary of conditions as particularly affecting the hardware trade.

Trade Outlook.

"Buying will be still from hand to mouth, because of the necessary curtailment of credit and shortage of cash. One redeeming feature is, however, that retailers' stocks throughout the country are very low which will necessitate their buying a little from time to time to prevent them from being out of stock. Last year when retailers' sales fell off, they did not have to buy to replace because they had heavy stocks carried over from the year before. These have largely been liquidated during the past twelve or fourteen months. There is no evidence of any marked revival in trade. Our own sales have been better than last year because we had only got nicely started this time twelve months ago and we have gone after business more aggressively and with an improved organization.

Retailers' Selling Prices

"I believe that although some retail merchants who did not keep closely in touch with the market are still asking unreasonably high prices on the stock they have carried over, the majority of them are selling at reasonable advances over today's values. Most of them have been obliged to replace the large majority of the lines in their stock during the last six months and should be in touch with the new values.

"Even in view of the above, we are not pessimistis over the situation and still have faith that this Western country will weather the storm and surmount the difficulties, serious as they may be. My opinion is that we have touched bottom and that we are on the up grade as far as business generally is concerned."

PERSONAL

J. F. MacKay, Vice President and General Manager of the John Morrow Screw & Nut Company, of Ingersoll, Ontario, was a business visitor to Winnipeg during the week and called on their representatives, Sutherland Bros. Mr. MacKay is covering the trade from Winnipeg to the Coast in the interests of his firm.

B. C. WINS POINT IN FREIGHT CASE

Vancouver, B. C.—Involving a saving of at least $2,000,000 annually to shippers and consignees of British Columbia, and marking another successful step in British Columbia's fight for equalization of railway freights, judgment has just been handed down by the Board of Railway Commissioners at Ottawa, placing British Columbia on the same rate basis as that prevailing between Fort William and Winnipeg.

The ruling will mean a reduction in freight costs on every car passing between Pacific Coast points and points as far east as Calgary, of between $50 and $60.

Events in the Trade

BUSINESS CHANGES

Florence, Ont.—C.E. Elson, hardware merchant, has been succeeded by O. E. MacRoberts & Sons.

The Annex Hardware and Electric Company, of Montreal, are reported to have discontinued business.

NEW FIRMS

Toronto.—C. S. Wilson is commencing a hardware business at 2294 Bloor Street, West.

OBITUARY

C. P. Lyman, manager of the Lyman Tube & Supply Company of Montreal, is dead, and William G. McNaughton, a business associate, in in a hospital in a serious condition, as a result of an automobile accident near Albany, N. Y.

Sarnia, Ont.—George Simas, manager of the Mackenzie-Milne Hardware Co., dropped dead in the company's factory here late Saturday afternoon, Oct. 23. A lifelong resident of this city, the late Mr. Simas was one of Sarnia's foremost business men.

St. John, N. B.—Joseph A. Tilton, Maritme merchandise broker, passed away suddenly while on a business trip to Toronto. Mr. Tilton left St. John in his usual health, and notice of his death came as a great shock to the citizens of St. John. He was a brother of J. F. Tilton, of W. H. Thorne & Co., Ltd., Hardware Merchants, St. John, N. B. A member of the Board of Trade, Commercial Club and the Masonic Fraternity.

INVENTOR OF AIR TIRES PASSES AWAY

John Boyd Dunlop, known as the inventor of the pneumatic tire, died in Dublin Ireland. He was 81 years of age His invention, first introduced in 1899, resulted in the popularizing of bicycling and was a forerunner to passenger automobiling.

PERSONAL

J. E. Hindes of L. S. Starrett Co., Athol, Mass., called on the Montreal trade this week.

C. J. Walker, Montreal, continues to act as sales agent for the Canadian Tungsten Lamp Company, Ltd., and the Ontario Lantern and Lamp Company, Ltd., of Hamilton, Ont., for Quebec and the Maritime Provinces, in addition to representing E. T. Wright Co., Ltd., and the Wentworth Manufacturing Co., also of Hamilton, for the Province of Quebec.

Electrical Development Pioneer Dies in Toronto

Hon Frederic Nicholls died at his home in Toronto this week. For six weeks he had been hovering between life and death. A member of the Canadian senate, president and general manager of the Canadian General Electric Company, and with other important interests, the death of Mr. Nicholls will create a large gap in the business and industrial world.

HON. FREDERIC NICHOLLS.

Member of Canadian Senate and prominently interested in many large industrial enterprises, who died in Toronto this week. Senator Nicholls has taken an active part in electrical development work in Canada.

Senator Nicholls was one of the pioneers of electric development in Canada. It was he who organized the Toronto Incandescent Electric Light Company, the first company in Canada which adopted the underground system of electric distribution and he has ever since been successful in interesting capitalists in his many undertakings. Among the large number of concerns in which he was directly interested are the Canadian General Electric Co., the Canada Foundry Co., Canadian Allis Chalmers, Limited, the Dominion Steel Corporation, the Canadian Sunbeam Lamp Co., the Dominion Iron and Steel Corporation.

In March, of this year, he resigned from the position of president and general manager of the Canadian General Electric Co., becoming chairman of its board of directors. He was connected with this company since its inception thirty-three years ago, and during this long period he was consistently widening his interests in electrical and other fields.

INCORPORATIONS

Toronto Saw and Tool Co., Ltd., has been incorporated in Ontario with head office in Toronto and capital of $400,000. Provisional directors are C. H. Kehoe, Wm. W. Fair and B. F. Wilson.

Taylor-Campbell Electric Co., Ltd., has been incorporated in Ontario with head office in London, Ont., and capital of $250,000 to manufacture, instal and deal in electric lighting plants, electric appliances and accessories, etc. Provisional directors are F. L. Campbell, A. T. Taylor and J. McKay Marshall.

In an amendment to the Articles of Incorporation, the name Standly Skid Chain Co., has been changed to Standley Manufacturing Company, Boone, Iowa. They will continue in the same line of business, manufacturing and selling automobile utilities.

BLUE-BIRD PLANT DAMAGED BY FIRE

Brantford, Ont.—A fire of incendiary origin, on the night of October 23, caused $10,000 damage to the plant of the Blue-Bird Corporation, washing-machine manufacturers. Oil-soaked waste and canvas found at the seat of the blaze proved beyond all doubt that firebugs were responsible.

The outbreak occurred in a storeshed next to the newly-completed extension to the Blue-Bird main plant. It was quenched only after a hard fight on the part of the fire bridgade. An investigation commenced immediately the blaze was conquered resulted in the discovery of the oil-soaked kindling.

MEETING OF MARITIME HARDWARE MERCHANTS'

St. John, N. B.—This week the executive of the Maritime Hardware Merchants' Association held their regular quarterly meeting in the St. John Board of Trade rooms. W. G. Stratton, of G. McAvity and Sons, Ltd., presided.

Others in attendance were R. M. Bartsch of the S. Hayward Co.; G. J. Metyler, of Wm. Stains, Sons & Morrow, Ltd., Halifax, N. S.; I. L. Crowell, of Wm. Robertson & Sons; A. W. Morton, of the A. M. Bell Co., Ltd., and R. P. Dickson, of the Lumner Co., Ltd., Moncton, N. B.

David Brewer Director A. Macfarlane & Co., Ltd.

MONTREAL.—The many friends of David Brewer, will be interested in learning that he has rejoined A. McFarlane & Co., Limited., Montreal, in the capacity of a Director and Vice-President.

Mr. Brewer started business with Messrs. Caverhill-Learmont & Company, of Montreal, in the spring of 1901. After spending nine years with this company, he joined A. McFarlane & Co., Limited, with whom he was connected twelve years; severing his connection with them to form a partnership with C. E. Adcock, in November of last year.

Mr. Brewer's genial personality and his long experience on the road, have made him a welcome visitor among the hardware trade.

DAVID BREWER
Who has rejoined A. Macfarlane and Co., Ltd., Montreal, in the capacity of Director and Vice-President.

ROTARIANS ENTERTAIN AT McCLARY FEAST

London, Ont.—Plates and cups of enamelware greeted the eyes of Rotarians at the noonday luncheon in the Tecumseh Hotel this week, and for a short time a number of the members were puzzled. However, it was a regular "McClary" luncheon, everything in the way of dishes and cutlery being supplied by the McClary Manufacturing Company.

W. R. Yendall, president of Rotary in London, who has but recently returned from a trip to the Canadian west, was given a great ovation as he took his accustomed place. He gave a short resume of business conditions as he found them in the prairie provinces, stating that stocks were getting low, and buying would have to start in the near future.

BRANTFORD TO SECURE ANOTHER INDUSTRY

Brantford, Ont.—The kitchen cabinet, bed and bee supply business of Ham Bros., with the factory on the north side of Elgin street, have been secured by a syndicate of local men. As soon as the option is taken up the new firm expects to extend the plant, now negotiating for the Canadian manufacture of a United States nationally advertised article.

"MADE IN HESPELER" DRAWS LARGE CROWDS

Hespeler, Ont. — The initial "Made-In-Hespeler" show, which recently took place, is generally described as a stirring success. It was estimated that over 2,000 people attended the exhibition on the opening night. Some 70 industries, including woolen and knitted goods, furniture, stoves and ranges, blacksmiths' tools, graniteware, washing machines, slippers, and other lines, were on display and gave the visitors an idea of the extent of the industries of this thriving town. A baby show and dance were additional features for opening night which was held under the auspices of the Hespeler Band.

INDUSTRY FOR KINGSTON

Kingston, Ont.—Kingston has secured a new industry. Ex-Mayor John M. Hughes has been appointed general manager for Canada of the Watkins Manufacturing Company, whose headquarters are in Kansas. A branch of the company is being established on Rideau street here. The company is engaged in re-babbiting worn-out bearings of machines, automobiles and tractors. The machinery is being installed in the local plant, and in the spring Mr. Hughes expects to have 25 men employed.

NEW INDUSTRY FOR CANADA MAKES HIGHEST QUALITY STEEL

Hitherto Canada has been dependent on foreign countries for most of its tool steel, and altogether for its molybdenum steel which is said to be the highest quality of steel, and is likely to surpass others in the future in the tool making trade and also for motor cars.

With the opening of the molybdenite concentrating mill of the American Molybdenite company, on which nearly $100,000 has been expended at Wilberforce, Ontario, with a production of six hundred tons a day, Canada will no longer be obliged to import tool steel, but is likely to become an exporter of molybdenum steel to other countries. The mill at Wilberforce will be able to take care of the molybdenite supply required by Canada for years to come.

Arrangements are being made to manufacture molybdenum steel with one of the largest steel manufacturing plants of Hamilton, which already has installed sufficient furnace capacity to take care of the entire requirements of the Canadian trade in molybdenum tool steel and in molybdenum steel necessary in the automobile industry, and such further uses as will rapidly be found for molybdenum steel, such as the making of spades, shovels, etc.

W. J. CLARKE JOINS HAMILTON STOVE AND HEATER CO.

Hamilton, Ont.—W. J. Clarke who has had extensive business dealings with the hardware trade of Western Ontario, has joined the sales force of Hamilton Stove and Heater Company, representing souvenir stoves and ranges in that territory. Mr. Clarke takes with him the experience gained from several years spent behind the retail hardware counter.

W. J. CLARKE
Who has joined the sales force of the Hamilton Stove and Heater Company, Hamilton, Ontario.

MUCH BURGLARY AMONG RETAIL STORES

London, Ont.—An unusally large number of cases of petty burglary and sneak thieving have been reported all through this district this week and police are warning all merchants not to leave money in their stores over-night. On Monday night the hardware store of James Howard at Goderich was robbed by thieves who smashed the glass in a side door, drew the bolt on the inside and walked in. They obtained $40.

ANOTHER PLANT WORKING OVERTIME

In the face of so-called business depression, it is encouraging to learn that one by one industries are coming back to their normal stride. News has just been received that the factories of the Aluminum Goods Manufacturing Co., makers of aluminum ware, are running day and night. A. J. Vits, General Sales Manager of this company, states that a greater volume of merchandise is being manufactured and shipped than ever before in the history of the company.

Remarkable Increase in the Stove Business

Present Volume of Trade in Stoves, Furnaces, and the Foundry Line Generally Said to be Remarkable—Optimistic Report on Current Trade Conditions

"WE'RE just as busy as we can be. The present volume of trade is remarkable. We haven't seen anything like it for over a year," were the exclamations of N. R. Turner, Sales Manager, of the McClary Manufacturing Co., Toronto, when interviewed by Hardware and Metal. Mr. Turner pointed to the activity of the shipping rooms, and extending throughout all other departments, as conclusive evidence of recent vast improvement in the volume of trade in Fall and Winter goods.

"Business is especially marked in stoves, furnaces, ranges, stove accessories, and similar products. In fact, the proportion of orders and sales in the foundry end of the business is very, very good. Electric ranges, and other electric lines, are also experiencing a firm demand, and these other goods are moving remarkably well," he said.

"Country business in Ontario has registered big gains, and our travellers on the road are turning in considerable increases in the size and numbers of orders generally. On the other hand, the city business is nothing short of wonderful, when previous returns are considered. Such improvement is the more noticeable in comparison with the dull summer period, and the cries of trade stagnation which have appeared almost on every hand."

Altogether, Mr. Turner's remarks can be summed up as constituting one of the most optimistic and encouraging reports on current trade conditions which have been received for some considerable time. It is generally admitted that the roofs of such business expansion are backed by good solid judgment and brisk activity is seeking the price ticket.

Hardware Outlook Is Now More Cheerful

Improved Tone Noticeable as Regards Immediat e and Future Trade, Says T. B. Williamson returning from N. H. A. Convention

ON his return to Toronto after attending the annual convention of the National Hardware Association in Atlantic City, T. B. Williamson, H. S. Howland Sons & Co., stated that the consensus of opinion at the convention was that a more cheerful outlook was now developing on the business horizon and that an improved tone was noticeable as regards the immediate and future development of hardware business.

"The opinion was expressed in numerous addresses and reports, that the bottom of the depression had been reached, and that trade generally was now on the road to recovery, after having passed through—as far as the U. S. situation is concerned—one of the worst periods of deflation in the business history of that country," said Mr. Williamson, continuing.

"Well-informed authorities now look for trade recovery, coupled with a better tone in general business relations. An increase, both in the volume of orders and the ratio of consumption, is looked for to commence almost immediately, and gradually expand. These developments are expected to be reflected and become more noticeable with the spring season of 1922."

"The general opinion of U. S. hardware men, from manufacturers to retailers, was that there can be no permanent stabilization of prices, without a reduction in freight rates, and its consequent effect in lessening production and distribution costs all through the trade. However, price changes, both advances and recessions, are likely to continue; but the extent of these developments are not expected to be so marked, or so extensive, as heretofore."

"Another interesting aspect introduced at the Convention was the probability of a shortage of goods occurring in the not far distant future. It was pointed out that with both retail and wholesale merchants confining their orders to current requirements only, manufacturers have also adopted the principle of catering merely to immediate needs. Upon the recovery of confidence in the markets, and the re-appearance of a normal demand for commodities generally, a shortage of goods, and delay in filling shipments is considered likely to develop. This would be chiefly due to the fact that there has been no anticipation of, nor preparation for future requirements. With price basis in many lines still uncertain, and with production costs awaiting the action of transportation companies with regard to freight rates, there is also very little incentive to manufacture for stock."

MAY BE GREAT FUTURE FOR STEEL IN INDIA

Details are available in regard to the recent registration of the United Steel Corporation of India with a capital of £20,000,000.

A high quality of iron ore and excellent coking coal have been found close together in the provinces of Bihar and Orissa. As the cost of erecting works in India is considerably below that in other countries it is believed India is capable of producing the cheapest steel in the world.

The Aluminum Ware Industry in Canada

THE Dominion Bureau of Statistics has published a report on the manufacture of aluminum ware in Canada during the calendar year 1920. In the report it is pointed out that aluminum manufacturing in Canada may be divided into two industries, namely: the smelting of imported ores for the production of aluminum metal; and the manufacture of aluminum metal products. The manufacture of aluminum metal products is the only subject dealt with in the report issued. The report, prepared in the Mining, Metallurgical and Chemical Branch of the Bureau, gives in good detail the general statistics of the industry and shows that the Canadian production of aluminum utensils in 1920 supplied over 70 per cent. of the domestic demand. Over one and one-third million dollars worth of aluminum kitchen utensils and other articles manufactured from this metal were made during the year, the entire production being confined to plants operating in the province of Ontario. The entire production of the industry amounted to over $1,600,000, and represented an increase in value of the materials used by the process of manufacture, amounting to more than one million dollars. The industry furnished employment to more than three hundred individuals, the amount paid in wages during the year being $351,643. In addition to the above amount $45,698 was paid to members on the administrative staffs. It is further stated that the amount of capital actually invested in this industry in Canada was more than three and one-quarter million dollars. Full details are given regarding the time in operation, salaries and wages paid, number of employees, quantity and nature of fuel used, and power equipment of the plants. General financial statistics of the industry are also shown.

The aluminum industry of America dates from 1890 when the first successful process was worked out for the economical extraction of the metal from its ores. The lightness and ductility of the metal and the fact that it is not readily attacked by organic acids, air or water, together with the fact that it transmits heat readily, soon brought it into favor as a material for kitchen utensils and it is in this connection that it has become so well known. Large quantities of aluminum wire are now used for electric transmission lines and quantities are used in the manufactutre of such apparatus as cream separator parts and other light machinery. Alloyed with magnesium it finds extensive use as an alloy possessing great tensile strength which can be soldered. Aluminum bronzes, too, are finding extensive uses.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

CURRENT market developments indicate that present prices are more stable, with business trends registering a better proportion of activity. While these conditions are considered of a temporary nature, yet it is noticeable that price changes this week are far less numerous than has been the case during recent months. Price revisions to a lower basis are announced on hay fork handles, manure fork, hoe, and rake wood handles. Hay rakes; coke tin plates; carpenters' braces; white and colored cotton wipers; sad-irons; wood barrel churns; and one line of barn door hangers, track and brackets, supply reduced quotations. A price decline is also given on some electric irons, toasters, and grills.

Ingot metals have generally failed to retain the degree of improvement recently noted. The upward trend of raw cotton prices—which was more or less directly reflected in quotations on manufactured cotton goods—has now subsided. The rise in primary copper markets also failed to hold, the movement having temporarily spent itself. A reduction of $7.00 per ton has been made by the U. S. Steel Corporation in the base price on standard steel rails. Ammunition is now in seasonal demand; while a marked volume of business is recorded in stoves, furnaces, ranges, and stove accessories. The steel markets are a little quieter this week, the recent gains being firmly held, but the ratio of increases now marking time.

Through revised discounts, a decline of almost 20 per cent. appears on shovels, scoops, and spades.

MONTREAL MARKETS

MONTREAL, October 27.—Price changes are confined this week to the smaller lines, and carpenters' braces offer the chief reduction, being lowered from 7½ to 10 per cent. on all standard lines. Mrs. Potts' sad irons are lower, also cotton wipers. Horse and wool cards have new lower prices. Lamp wick marks the only advance in quotations. The season for skates and hockey sticks is now approaching, and jobbers are shipping booked orders. Prices on skates are holding at revision last Spring, hockey sticks are about 10 per cent. lower than last season.

The recent improvement in steel products is no doubt now settling on the market for many stable commodities in the hardware trade, and accounts for the fewer changes in hardware prices this week. Without exception, all lines of heavier steel goods have withdrawn from the easier tendency evident all through the summer months and are now quoted on a much steadier basis. Revisions to higher levels on these same commodities, referring to sheets, iron and steel bars, boiler tubes, corrugated sheets, eavetrough, and conductor pipe, are not yet made owing to local stocks being ample, and purchasing on outside markets not yet required.

NO CHANGE IN CEMENT QUOTATIONS

Montreal

Quotations on Portland cement are holding steady with the movement continuing seasonably good. Dealers anticipate good business from now until the winter months set in, as a considerable amount of building locally and in the surrounding district still remains to be done this year. Following are local prices;

CEMENT—

Car load lots—400 to 1,000 bag cars—	
Per bag, f.o.b. cars	$0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b. yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Rebate 20 cents for empty sacks.

MRS. POTTS' SAD IRONS ARE LOWERED IN PRICE

Montreal

There has been a reduction in prices of Mrs. Potts' irons, and the nickel plated will now sell for $1.95 per set, the polished at $1.90 a set.

HORSE AND WOOL CARDS DOWN IN PRICE

Montreal.

Both horse and wool cards show a decline in price this week. Following are new prices on both lines:

HORSE CARDS—	
No. 04, per dozen	$ 4 20
No. 4, per dozen	5 20
WOOL CARDS—	
No. 5, per dozen pairs	$17 80
No. 8B, per dozen pairs	17 40

SKATE ORDERS NOW BEING SHIPPED

Montreal.

Local jobbing houses are now shipping their booked orders of skates, and report shipments somewhat lighter than last year, but wholly satisfactory. Skate orders this season depends a great deal on the opening of winter, and it is hoped the earlier months will be favorable to the outdoor sport. Prices this season are with little change from quotations announced in the spring, and following are list prices and discounts of the "Starr" line;

STARR SKATES—

No. 190H Tube, aluminized	$6 00
No. 190H, N.P. Tube nickel plated, net ex.	1 00
No. 190 P. Pleasure aluminized	6 00
No. 156 Acadia	2 10
No. 157 Beaver	2 75
No. 162 Beaver flanged blades	3 25
No. 184 Glacier, flanged blades	3 50
No. 188 Rex	4 00
No. 194 Regis	3 25
No. 129 F. W. Mic-Mac	5 00
No. 150 Demon	1 90
No. 153 Demon	1 70
No. 154 Bulldog	2 10
No. 173 Climax	3 50
No. 176 Scotia	4 00
No. 181 Velox	6 50
No. 189 Featherweight Regal	5 00
No. 193 Dreadnought	4 00
No. 196 Imperial	1 60
Genuine Acme—	
No. 100 with solid steel blades	1 75
No. 101 Do., nickel plated	2 25

Less 30 per cent., 2 per cent., 30 days.

LAMP WICK ADVANCES IN PRICE

Montreal.

Quotations on lamp wick show an approximate advance of 10 per cent. Following are the new net prices on the popular sellers;

LAMP WICK—

	12-yd. roll.	32-yd. roll
A	0 40	1 05
B	0 58	1 55

COPPER AGAIN ADVANCES ON PRIMARY MARKETS

Montreal.—Copper on the primary markets has again improved, recovering from the slight reaction last week. The advance now recorded is slight, but fully satisfactory as dealers are hoping the gain will not be of a rapid nature. Prices on sheets, rods and tubing are holding unchanged, with the tendency again of an upward nature. Following are existing quotations:

BRASS—	Base.
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier lb.	0 32
Plain tinned, 16 oz. and heavier, lb.	0 38
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

LEAD GOODS ALSO FIRMER

Montreal.—Following the tendency of the metals used in their manufacture on the primary markets, lead and zinc products are somewhat firmer in tone. The finished products have for some time been selling at what was considered bottom prices, and it is now felt that the continuance of the improvement of the ingots will very shortly reflect on the market for these products. This would especially apply to solders and zinc sheets, these being somewhat stronger than the rest. Business is reported as only fair, but not unusually so, as the season is advancing to the usual dull period. Following are prevailing prices:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11½
Do., broken lots	0 12

CORRUGATED SHEETS SOMEWHAT FIRMER

Montreal.

The undertone of the market for corrugated sheets is somewhat firmer, owing to the improvement in the plain sheets situation. There is no present indications of any revision of prices, this probably because of the quiet season now approaching for these products. Sales are only fair, the season recognized as being fairly well over. Following are current prices;

Corrugated.—	
No. 28 gauge	7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

CONTINUED IMPROVEMENT IN IRON AND STEEL

Montreal.

The market tone of bar iron and steel continues firmer, but not to the extent that is evidenced in sheet products. However, it is generally conceded that the next change in quotations will be in the nature of an advance, the time for which to appear depending on future developments at the mills. Although no advance has yet been recorded locally, the much better feeling still exists. Business locally shows a seasonable improvement with more enquiries, but large orders are not yet in evidence. Current prices are as follows:

Common bar iron, 100 lbs.	3 00	3 25
Refined iron	4 00	4 30
Irish finish machinery steel	....	3 45
Mild steel	3 00	3 40
Single reeled machinery steel	5 00	5 25
Band steel	3 00	3 40
Spring steel	....	6 00
Sleighshoe steel	3 00	3 40
Tire steel	3 00	3 60
Toe calk steel	4 00	4 30
Harrow tooth steel. per lb.	....	3 55
Mining tool steel per lb.	....	0 22
Black Diamond tool and cast steel, per lb.	....	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

DOMINION WIPERS SHOW A REDUCTION IN PRICE

Montreal.

While cotton wastes have been much firmer in tone, wipers did not follow, and these are now quoted at a reduction. The white wipers have been reduced from 22 cents to 20 cents; colored from 16 to 14 cents. Wastes and wool packing are remaining on a steady market, but the firmer tone to the market is not as pronounced as was evident a few weeks ago. Following are prevailing prices;

COTTON WASTE—Cream polishing 20c. White, XXX, 17c; XX, 16c; X, 15c; XLCR, 15c; X Empire, 14c; X Press, 13c; 6 X Special, 12c. Colored, Fancy, 14c; Lion, 12½c; Popular, 10c; Keen, 9c; Wool Packing, Arrow, 30c; Axle, 25c; Anvil, 20c.

DOMINION WIPERS, Washed and Sterilized:	
White cotton	0 20
Colored Cotton	0 14

Above lines subject to trade discount for quantity.

RANGE BOILERS FIRMER BUT AGAIN UNSETTLED

Montreal.

The undertone of the market for range boilers continues firm as do most other sheet products. However locally there is again a rather unsettled feeling among the trade. The season is now advancing and jobbers are finding a slight slackening in sales. Being stocked fairly heavy they are now anxious to dispose of any surplus, and are offering a reduced figure. The older quotation of $8.75 is again found among some dealers. Following is the revised list of a few weeks ago;

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
52 gallon	21 00	26 00
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

SHEET PRICES HOLD; FIRM TONE CONTINUES

Montreal.

It was anticipated that some slight revision to higher levels in sheet quotations would have likely developed, but this week still finds former prices holding. The tone in the primary steel markets continues firm; specially marked in sheet products and a change in local prices would cause little surprise. Sheet distributors state that while present local stocks hold out, prices will in all probability remain unchanged, but immediately they are forced to purchase at the higher mill prices, an increase will have to be put through. Stocks have been comparatively small for sometime but the demand has been such that they are found ample to meet all requirements up to the present. There is an improvement continuing in sheet orders and the better tone of the market remains. Further developments at the mills will be watched very carefully by dealers in anticipating their new selling prices.

English sheets and Canada plates also have a firmer outlook but are held unchanged, as in the case of American products, Local distributors state no change will be made in quotations until present stocks are exhausted. Local current quotations are as follows:

BLACK SHEETS

10 gauge	4 30 to	4 65
12 gauge	4 40	4 75
14 gauge	4 50	4 85
16 gauge	4 60	4 95
18-20 gauge	4 80	5 20
22-24 gauge	4 90	5 35
26 gauge	4 95	5 40
28 gauge	5 00	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 85	7 75
28 gauge	6 45	7 35
26 gauge	6 15	7 00
22-24 gauge	5 95	6 75
20 gauge	5 80	6 60
18 gauge	5 80	6 50
16 gauge	5 70	6 50
14 gauge	5 60	6 50
12 gauge	540	6 50
10 gauge	5 30	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 50	7 75
26 gauge	8 25	7 50
24 gauge	7 65	7 10
22 gauge	7 80	6 65
18-20 gauge	6 60	6 50

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide. 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES	Box
20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00
TERNE PLATES	
20 x 28 IC., 112s	17 50
CANADA PLATES	
Dull—	
18 x 24 x 52s	5 80 box
18x24 x 60s	6 00 box
18x24 x 75s	6 30 box
WELSH CANADA PLATES	
Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

SCARCITY OF MOUSE AND RAT TRAPS

Montreal.

Jobbing houses report a shortage in their supplies of the Joker mouse and rat traps, also the wood choker traps.

HOCKEY STICKS LOWER THIS SEASON

Montreal.

As the season is fast approaching for the sale of hockey sticks, jobbing houses are now stocked to meet requirements for the coming months. Booked orders are not nearly as heavy as last year, and wholesalers are anxious that the winter sets in favorable for skating and hockey. Prices on sticks this season are lower than last year by from 10 to 15 per cent. The grading is said to be much improved also, which should help in bringing about a satisfactory season.

FIRMER TONE CONTINUES IN EAVESTROUGH

Montreal

The recent improvement in steel products generally, which was accompanied by higher prices being announced on certain products, has reflected a somewhat firmer tone in the market for eavestrough and conductor pipe. There is no indication locally of higher prices at present, probably because of the off-season, but it is generally believed the next revision in prices will be in the nature of an advance. Activity in these products is confined to small orders, dealers no doubt finding their customers still require troughing done before the winter commences. Following are list prices and discounts:

EAVESTROUGH—

O. G., Square Bead. per 100 ft., 8 inch, $15.90; 10 inch, $17.70; 12 inch, $21.20; 15 inch, $28.80; 18 inch, $36.80.

O. G. Round and Half Round, per 100 ft.—8 inch, $16.90; 10 inch, $18.70; 12 inch, $22.20; 15 inch, $29.80; 18 inch, $37.80.

CONDUCTOR PIPE—2 inch, $18.40; 3 inch, $22.30; 4 inch, $29.60; 5 inch, $40; 5 inch, $49. Discount 60|10 per cent. off list.

CONDUCTOR ELBOWS—

Plain round or round corrugated:

2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 55 per cent.

PIPE FITTING PRICES HOLD

Montreal.—There is practically no change to report on pipe fittings. Prices hold at revisions of a few weeks ago, and sales are fair, and of a sorting character. Following are prices and discounts:

FITTINGS—	Per Cent.
Cast iron fittings	25
Bushings, cast	27½
Do., malleable	25
Flanges	37½
Plugs	27½
Flange unions	22½
Malleable unions	42½
Dart unions, black	29
Do., galvanized	8
Nipples, ⅛ to 4 in., close and short	50
Do., long	60
Do., 4½ to 8 in., close and short	40
Do., long	50
Couplings, 4 in. and under	30
Do., 4 in. and longer	10

POUND GOODS—	Blk.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

BRACES ARE REDUCED IN PRICE

Montreal

The announcement of a reduction in the prices of the standard lines of carpenter's braces is made this week. The decline in prices is approximately 7½ to 10 per cent.

INGOTS METALS ARE AGAIN MORE SATISFACTORY

Montreal.—The ingot metal markets are more or less marking time with no special changes in prices, and as far as the American markets are concerned, there is naturally some little hesitation owing to strike talk. The situation generally, however, is satisfactory, and there is no desire to see prices advance too rapidly.

Tin.—Although the changes are not very great, the tendency generally is slightly upward and the strength of sterling exchange assists in this direction. It is not likely that there will be any pronounced movements as yet, but there is little doubt but that the trend will be gradually upward. Local price 35½ cents.

Copper.—The slight reaction in New York is over for the present, and prices are again somewhat higher. Export business is, however, a little less in volume, and will be until the exchange situation in Germany becomes more stable. The situation generally is unsatisfactory, producers not being inclined to cut prices. Local market is steady at 17¼c, for electro, 17c. for casting.

Lead.—London market is quite firm, but there is little change at East St. Louis. The situation is quiet but firm, with a fair demand, and supplies generally adequate. Local price unchanged at 6¾c.

Spelter.—Both London and East St. Louis are slightly easier but the reduction is not very great and the situation in Europe is quite firm. A further advance is looked for when the present reaction is through. Unchanged quotation is 17¾c.

Antimony.—The market for antimony is easier again in New York, the recent advance having petered out. Local prices are also slightly lower in sympathy. Chinese is quoted at 7 cents, high grade English at 8 cents.

Aluminum.—Aluminum apparently refuses to cause interest in the market, and remains dull and quiet at 28 cents.

TORONTO MARKETS

TORONTO, October 27.—With only a moderate number of price revisions occurring on the current hardware markets, quotations generally have now developed a more stable attitude. This condition, although only temporary, is significant with the increase in the volume of business now recorded. Trade in seasonal lines is now very brisk; the activity being specially noticeable in stoves, ranges, and stove accessories.

Price lowerings are shown on hay fork, manure fork, hoe, and rake wood handles. Hay rakes, and coke tin plates, also supply revisions to a lower basis this week. The U. S. Steel Corporation have announced a reduction of $7.00 per ton in the base price on standard steel rails.

Through revised discounts, a decline of almost 20 per cent. appears on shovels, scoops, and spades.

The copper markets have now developed a quiet attitude, with only a moderate proportion of inquiry. The ingot markets generally have failed to retain the recent tone of improvement. There has been no marked increase in the scrap material demand; while the rise in raw cotton prices—which was reflected in quotations on many manufactured cotton goods—has now evidently spent itself. Optimistic expressions as to the future outlook in business conditions in general, and the hardware trade in particular, are more noticeable, and several encouraging factors are pointed out.

NO LARGE INCREASE IN SCRAP DEMAND

Toronto.

The slight increase in buying has continued in the scrap iron and steel markets, but this current improvement in demand is described as not being large enough to affect prices. Quotations, therefore, have not yet responded, and generally remain unchanged. Other scrap metals are quiet, with a lessening in the call for copper. A spasmodic movement is noted. It is said that scrap rubber is just moving sufficiently to keep the market from becoming stagnant. The following averages of dealers' nominal prices, are for fairly large quantities:

SCRAP MATERIALS—		
No. 2 busheling	.....	11 00
Heavy melting steel, gross ton	9 50	10 00
R. Rd. wrought iron, No. 1, gr. ton	10 25	11 25
Scrap pipe, gr. ton	6 00	7 00
Stove plate, net ton	11 00	12 00
No. 1 machinery cast, net ton	15 00	16 00
Heavy lead	3 75	4 00
Tea lead	2 00	2.50
Red brass	....	9 00
Yellow brass	5 00	6 00
Light brass	3 00	3 50
Heavy copper	9 25	10 00
Scrap zinc	3 00	3 50
Old rubbers, boots and shoes	2 00	2 50
Lumberman's rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

STANDARD RAIL PRICE IS LOWERED $7.00 PER TON

Toronto.

The United States Steel Corporation has reduced its price on open-hearth standard rails $7.00 per ton. This change brings the base down to $40.00 per ton. The statement of the President, Judge E. H. Gary, announcing this decision, follows:

"We have decided to recommend that our subsidiary companies reduce the selling price of standard rails to $40.00 per ton base f. o. b. our mills.

"The present costs of production do not justify this action but it is hoped and expected that reductions in freight rates and otherwise together with larger operations will soon have a beneficial effect upon our costs."

MAINTAIN LOWER PRICES ON COPPER PRODUCTS

Toronto.

In spite of the firm undertone in the copper markets generally and also the fact that quotations on copper products have been advanced from one cent to 1½ cents per lb. in some markets, the local prices on copper and brass goods remain unchanged. The lower levels announced a few weeks ago are still being maintained on rods, tubing and sheets.

The recent upward trend of prices, and increased demand on the primary market circles seems to have spent itself. It is stated that this factor is the reason for local distributors adhering to unchanged price lists. Should, however, such improvement be regained, the consequent stronger tone would force an early increase in local prices. Prevailing quotations follow:

BRASS—	
Sheets, base, per lb.	$ 0 22
Rods, base, per lb.	0 20
Tubing, base, per lb.	0 25
COPPER—	
Rods, base per lb.	0 26
Soft sheets, plain, 16 oz. and heavier, lb	0 28
Do., plain tinned 16 oz. and heavier, lb	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

FEW RANGE BOILERS SOLD AT NEW LIST PRICES

Toronto.

The new quotations on range boilers, given in the revised list recently announced, are reported as not being well maintained. Business in these products is undoubtedly dull, with the 30-gallon size showing the only signs of movement. One dealer steated that there had not been very many boilers sold at the new prices, the evident deduction from this being that buyers had practically been sold up during the period while price cutting was in progress. The prevailing price list on range boilers is as follows:

RANGE BOILERS—

	Standard	Ex. Heavy
30 gallon	$ 9 25	$ 11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00
144 gallon	.....	76 00

WOOD HANDLE QUOTATIONS ARE NOW REVISED

Toronto.

The revised prices on wood handles, which change was outlined in last week's issue of Hardware and Metal, are now available. The new quotations follow:

WOOD HANDLES—

Hay Fork Handles—Bent, No. 1 quality.	
4 feet, per dozen	3 20
4½ feet, per dozen	3 40
5 feet, per dozen	4 00
5½ feet, per dozen	4 80
Manure Fork Handles—Long Bent—	
4 feet, per dozen	3 40
4½ feet, per dozen	3 70
Hoe Handles—	
4 feet, per dozen	1 70
4½ feet, per dozen	2 30
Rake Handles—	
5 feet, per dozen	3 00
5½ feet, per dozen	3 60
6 feet, per dozen	4 50

Above all not 1 quality.

NEW DISCOUNT ON SPADES SHOVELS AND SCOOP

Toronto.—A reduction of almost 20 per cent has now been made in the quotations on shovels, spades and scoops. There is a marked revision in the discounts on the black list, as appearing in the current market quotation pages. The new discount is 55 per cent., compared with the previous figure of 45 per cent. The last change in prices on these products occurred during the summer months, when a similar alteration of 10 points was made in the discount list.

MARKET FOR BOILER TUBES IS QUIET

Toronto.

Quotations on boiler tubes are being held practically unchanged, with very little of marked interest to record. Developments of an outstanding nature in this market are not generally expected until well into the winter months, according to certain distributors in the trade, and with the current quiet demand, the nature of stocks has shown very little change. Dealers are however, looking forward to an improvement in activity, but are evidently not expecting this to materialize immediately. The firmer tone in the primary steel markets has hardly been reflected in tubular goods, as yet. Prevailing prices follow:

BOILER TUBES—

	Seamless:	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	50 25

ROPE MARKETS UNCHANGED WITH PRICES HOLDING

Toronto.

The rope markets are practically unchanged, with conditions quiet at this season of the year. Recently some slight price increases were recorded in American circles, but prices are holding at current levels on the domestic markets. No marked developments are generally looked for until the Spring trade arrives.

FAIR INTEREST IN CORRUGATED SHEETS

Toronto.

Quotations on corrugated sheets are holding at the lower levels recently announced, and with an average volume of business recorded. Further price revisions on the flat galvanized sheets have created a renewed interest in corrugated, owing to the proportionate range on these products. With the higher prices on flat galvanized now developing, a firmer tone is reflected in current quotations on corrugated sheets. The prevailing levels follow:

Corrugated—

No. 28 gauge	$7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

RISE IN RAW COTTON PRICES NOW SPENT

Toronto

The tide is now reported to have turned in the cotton markets generally, and the course of the recent rise in raw cotton goods, has evidently spent itself. This easier tone has resulted in holding prices on cotton wastes, with dealers stating that these recent cotton developments have generally served to maintain present quotations. While it was at first thought in some quarters that higher waste prices might materialize, as a result of the cotton flurry, distributors have adopted the principle of adhering to prevailing levels, rather than discourage the present volume of business through advancing prices. However, it is said that easier waste prices are not so likely to develop under current cotton market conditions, for the downward tendency was undoubtedly more evident prior to the recent gains in the raw material. Quotations therefore, are being held at the revised list announced last June.

BETTER DEMAND FOR LEAD AND ZINC PRODUCTS

Toronto

Prices on lead and zinc products are firm and unchanged. This sentence is a brief summary of the market conditions at present governing lead and zinc goods. A recent increase in demand has not only reflected a current improvement, but has also caused a brighter outlook for future activity in these markets. Following are the prevailing quotations:

LEAD AND ZINC GOODS—

Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 29
Do., strictly, lb.	0 22
Do., commercial, lb.	0 20
Do., guaranteed, lb.	0 24
Do., wiping, lb.	0 20
Zinc sheets, per lb.	0 13

REVISED PRICES ANNOUNCED ON HAY RAKES

Toronto.

New prices are now announced on hay rakes. The revised quotations are:—iron bow bent, $7.60 per doz.: wood bow bent, $8.25 per doz.

METALS DO NOT RETAIN RECENT IMPROVEMENT

Toronto

Ingot metals generally have failed to retain the recent degree of improvement and after some advances on the primary markets, are now marking time at slightly easier levels. Both the domestic and foreign demand for copper is now described as only of light proportions. Some market fluctuations, and the threatened railroad strike have produced a stationary effect on other metals.

COPPER—A quieter market and lower prices have developed on copper at primary centres. Producers quotations have eased from the high advances recently recorded, and both the domestic and foreign demand has fallen off noticeably. The local situation remains unchanged, and prices are still at the 17 cent level.

TIN—The dominant feature in this market has been the steady rise in exchange rate during the greater part of the past week. These have fluctuated and recovered alternately for some time and tin in the primary circles has reflected the changes, generally winding up a little firmer. The threatened rail strike is described as a factor tending to discourage buying in metals at this time. The local price of 35 cents still prevails.

LEAD—In this market, the planned lock-out of employees in the operating departments of American railroads, has resulted in consumers being little disposed to place orders. The consequent lack of demand, caused an easier tone generally. Local prices are holding arounr $6.50 to $6.75.

SPELTER—Trading in this metal has recently been a little brighter. Any apparent movement, however, has not been brisk enough to affect prices, which generally remain unchanged. The local quotation of $7.00 still generally remains.

ANTIMONY—After registering a stronger market, with conditions making for an improvement in demand, antimony has again weakened owing to the drop in silver. However, these changes have not been of drastic proportions, and local prices remain from 8 to 10 cents.

ALUMINUM—Market conditions in aluminum are dull. Prices on practically all markets are unchanged. but owing to the recent easier values of the mark, some lower offerings are anticipated from Germany. The average local price remains at 28 cents.

LONDON MARKETS

LONDON, Oct. 26.—Lower prices have again developed on a number of lines this week. Among the various hardware commodities registering revised quotations are, cistern pumps, both open and closed spouts; wood barrel churns; the Richard-Wilcox line of barn door hangers, track, and brackets; the Canadian Beauty make of electric irons, toasters, and grills; wood handles, and linseed oil.

Good seasonable business continues throughout this district. Fall hardware has enjoyed a general good sale, and the movement of winter goods is gathering momentum. There is a good demand for furnaces, stoves, stove pipes, and elbows; ammunition; game traps, and many other cold weather requirements.

WOOD BARREL CHURNS REGISTER DECLINE

London, Ont.

Wood barrel churns are included among the list of commodities showing lower prices this week. The extent of the current decline is approximately 5 per cent. Following are the revised quotations:

WOOD BARREL CHURNS—No. 0, $10.30 each; No. 1, $10.30; No. 2, $10.90; No. 3, $11.70; No. 4, $13.60; No. 5, $15.10.

BARN DOOR HANGERS ARE NOW QUOTED LOWER

London, Ont.

The Richard-Wilcox line of barn door hangers, brackets and tracks, all have reduced quotations, according to current announcements. The new lower prices are as follows:

BARN DOOR HANGERS—No. 321, $16.53 per dozen pairs; No. 20, $14.58; No. 21, $14.58; No. 021, $10; No. 821, $19.12.

BARN DOOR TRACK—No. 31, $16.53 per 100 feet.

BRACKETS for No. 31 track, $1.70 dozen.

CHANGE ELECTRIC IRON AND TOASTER PRICES

London, Ont.

A decline in quotations has been announced on Canadian Beauty electric toasters, irons, and grills. New lower list prices, and discounts, follow:

CANADIAN BEAUTY—Irons, No. 90, $6.75 list, each; toasters, No. 210, $7.50; Grills, No. 402, $13.50. Less 27½ per cent.

CISTERN PUMP PRICES REGISTER DECLINE

London, Ont.

New lower prices are now in effect on cistern pumps, both on the open and closed spout styles. Following are some of the revised quotations:

CISTERN PUMPS—Open spout, No. 1, $2.50; each; No. 2, $2.85; No. 3, $3.25. Closed Spout, No. 1, $2.65 each; No. 2, $3; No. 3, $3.50

NAIL DEMAND BETTER WITH FIRMER TONE

London, Ont.

There has recently been a firming up in the tone of the nail market generally, and a fair movement in these products is evident at present. Since the last revision on wire nails a few weeks ago, quotations have remained unchanged at the following levels:

Wire nails ..... $4.25 base
Cut do ..... 4.95 base

Miscellaneous wire, list, less 70 per cent.

PRICES ON POTTS SAD IRON HANDLES NOW REDUCED

London, Ont.

Prices on the Mrs. Potts line of sad iron handles have now been reduced. This decline brings quotations to $1.75 per dozen, compared with the previous price of $1.90.

WOOD HANDLES NOW QUOTED AT NET LIST

London, Ont.

Wood handles are now selling locally at net list. While no new lists have been issued, it is stated that the manufacturers have lowered quotations on all the various types and makes of handles listed on the market pages.

LINSEED OIL QUOTATIONS AGAIN LOWERED

London, Ont.

A further decline of three cents per gallon is announced this week on both raw and boiled linseed oil. This change brings quotations to 87 cents per gallon, on raw in 1 and 2 barrel lots, and 90 cents for boiled. The weakening of oil prices is attributed to the easier quotations on flax seed, coupled with the lower price levels that have developed locally. Following are the revised quotations:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per Imp. gal. ...	0 87	0 90
3 to 5 bbls., per Imp. gal.	0 86	0 89
6 to 9 barrels., per Imp. gal. ..	0 84	0 87

Less barrels add 15 cents gallon.

PRICES ON TURPENTINE HOLD AT HIGH LEVEL

London, Ont.

While the price on turpentine is practically unchanged this week, stocks are stated as being fairly low, and the firm undertone generally prevails. The following quotations are general among local dealers:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 15
2 and 4 barrel lots	1 14
5 gallon lots	1 80

CATTLE CHAINS SELLING MORE LIBERALLY

London. Ont.

Cattle chains are now selling in more liberal quantities, according to reports received from local dealers. There has been no change in the quotations on these products, the prevailing price of list plus 37½ per cent, still being general.

BOOKING ORDERS FOR ICE SKATES IMPROVE

London, Ont.

Dealers report that the current sale of ice skates is gradually improving. Both jobbers and factories indicate that there has recently been an increase in booking orders for these winter sport goods, and the following are prevailing quotations on the Starr line:

ICE SKATES—	List Pair
No. 153	$ 1 70
No. 150	1 90
No. 154 Bull dog	2 10
No. 156, Acadia	2 10
No. 173, Climax	3 50
No. 157, Beaver, plain	2 75
No. 194 Regis	3 25
No. 162 Beaver, flanged	3 25
No. 189 Regal	5 00
No. 181 Velox	6 50
No. 193 Dreadnought	4 00
No. 190 H. Tube	6 00
No. 196 Imperial	6 00
No. 184 Glazier	3 50
No. 197 Mercury	7 00

Less 30 per cent.

SEASONABLE MOVEMENT OF STEEL GAME TRAPS

London, Ont.

Steel game traps are now selling well. There has been no change in price, and following are the current quotations on these seasonable lines:

GAME TRAPS—

Victor, with chain, No. 0, $2.20 doz.; No. 1, $2.65; No. 1½, $4; No. 2, $5.50; No. 3, $9.35; No. 4, $11.25.

O'Neida Jump, with chain, No. 0, $3; No. 1, $3.50; No. 1½, $5.25; No 2, $8.40.

Newhouse, with chain, No. 1, $7.50; No. 1½, $11.35; No. 2, $16.75; No. 3, $22.35; No. 4, $26.35.

Hawley and Norton, with chain, No. 0, $4.25; No. 1, $5; No. 1½, $7.60; No. 2, $10.60; No. 3, $14.15; No. 4, $16.65.

SEASONABLE SALES FOR ASH SIFTERS

London, Ont.

The approach of the cold weather and the commencement of the furnace season, has been reflected in current demands for ash sifters. Many dealers report sales of these products being good at present. Following are unchanged quotations on popular lines:,

Common wood sides..$2.40 per doz.
Banner, No. 2 ..... $2.10 each
Banner, No. 3 ..... $2.10 each

STOVE ACCESSORIES NOW SELLING WELL

London. Ont.

Coupled with the current demand for stoves, ranges, and furnaces, the movement of stove boards, stove pipes, and stove pipe elbows has also been showing a noticeable increase. Sales in these products are now more numerous, and following are the prevailing quotations on these stove accessories:

STOVE BOARDS—

Wood lined, list less 15 per cent.
Paper lined, list less 30 per cent.

MADE-UP STOVE PIPES—	10 lengths
6 inch common,	$14 65
6 inch bright	18 31
7 inch common	16 22
7 inch Br.	19 34
STOVE PIPE ELBOWS—	
6 inch light, dozen.	2 20
6 inch, heavy	2 46
7 inch light	2 40
7 inch heavy	2 76

AMMUNITION SALES NOW REPORTED GOOD

London, Ont.

The Fall movement of shells and cartridges is well under way, and dealers report good sales for ammunition generally. Quotations remain unchanged, with the Dominion make being quoted at list less 30 and 20 per cent; and the American make at list less 22½ per cent discount.

SNOW SHOVELS NOW GOING FORWARD

London, Ont.

Orders for snow shovels are now going revision since the new quotations recently announced. Following are the prevailing levels:

SNOW SHOVELS—	doz.
Prince, long handle	5 50
Prince, d. handle	7 20
King, d. handle	8 00
Moose d. handle	10 50
FURNACE SCOOPS—	doz.
D. handle	5 50
Long handle	5 50

CROSS-CUT SAWS NOW BEING SHIPPED

London, Ont.

Booked orders are now being shipped for cross-cut saws. A seasonable movement is anticipated in these products, while prices are also holding unchanged. Following are the quotations on the Maple Leaf Lines:—Lance, Premier, Racer, and Pangburn makes: 5 feet, $5.50 each; 5½ feet, $6.25 each; 6 feet, $7.25 each.

SEASONABLE MOVEMENT OF WINDOW GLASS

London, Ont.

The current sales in window glass are noticeably improving, and good sorting sales now prevail. This betterment is seasonable, and has been generally anticipated since the advent of the Fall season. Prices are being maintained at the new net list on both single and double diamond in case lots, while the quotation on cut lights, remains at list less 75 per cent.

SEASON COMMENCES FOR AUTO TIRE CHAINS

London, Ont.

The approach of the Fall and Winter seasons has seen a corresponding stimulation in sales of automobile tire chains. These products are in general demand during practically all months, excepting the summer season; but the movement is specially noticeable throughout the winter. Quotations on the Rid-O-Skid and Weed types of tire chains, still remain at the recently revised levels, of list less 25 per cent. On lots of 12 sets in one shipment, a discount of list less 33 1-3 per cent is quoted.

SALES OF WHITE LEAD IN OIL SLOW UP

London. Ont.

With the advanced season, the sale of white lead in oil has now slowed up considerably. Prices remain unchanged as follows: Pure, in ton lots, $13.30 per 100 lbs.: in less quantities, $13.65 per 100 lbs. Elephant white lead, $13.80 per 100 lbs. in ton lots, and $14.15, for less tons.

WINNIPEG MARKETS

WINNIPEG, October 27.—Interest is shown in the hardware markets this week by the announcement of price adjustments both in an upward and downward direction. The list of changes while not very lengthy, covers several important lines. Chief among the recessions are lower prices on Community plated ware, Lufkin rules and tapes, linseed oil, fence staples and Heller's horse rasps.

Items quoted at advanced prices are soft copper wire, and turpentine. Higher prices are also recorded on kerosene oil and gasoline, also fuel oil, and some lines of lubricating oils.

TURPENTINE PRICE SHOWS ANOTHER INCREASE

Winnipeg.

The price of turpentine advanced this week and is now quoted at $1.30 per gallon in barrel lots.

OIL QUOTATIONS RECORD RECENT GAINS

Winnipeg.

Prices on coal oils, gasoline, and some lubricating oils have all been advanced this week. The change in current quotations is attributed to the recent gains in crude oil, and the strength of the oil markets generally. The revised prices are contained in the pages devoted to Winnipeg current market quotations.

BRIGHT FENCE STAPLES LOWER IN PRICE

Winnipeg.

The price has been lowered on bright Fence Staples. Following are the new quotations:

Ft. William Price $5.00 per 100 lbs.
Winnipeg Price $5.65 per 100 lbs.

PIPE CUTTERS

Winnipeg.

Lower prices are now in effect on Trims pipecutters. Following are the revised quotations on these products:—

No 1 $3.25 each.
No. 2 $4.50 each.
No. 3 $1.50 each.

COMMUNITY TABLE WARE SHOWS REDUCTION

Winnipeg

The Oneida Community Co., have announced a reduction in prices on both Community and Community Par plated ware. The higher grade shows a reduction of approximately 11 per cent and Par Plate 20 per cent. For example, the Community tea spoons which formerly sold for $5.74 per dozen, are now quoted at $5,14 per dozen. Par plated spoons formerly at $2.56 will now cost $2.06.

SOFT COPPER WIRE—No 8, 28c per lb.; No. 9, 28c; No. 10, 28c; No. 11, 29c; No. 12, 29c; No. 14, 29c; No. 16, 30c; No. 18, 31c; No. 20, 32c; No. 22, 33c; No. 23, 35c; No. 24, 36c; No. 25, 37c; No. 26, 38c.

QUOTATIONS REDUCED ON TRIMS REVISED DISCOUNT ON HELLERS HORSE RASPS

Winnipeg

Through a revision in the discounts, lower quotations are given on Hellers horse rasps. The new discount is 65 per cent.

LOWER PRICES ON LUFKIN RULES AND TAPES

Winnipeg.

A decline in price is now recorded on rules and tapes. The general revision of prices has been announced on the Lufkin line of measuring products which shows a lowering in quotations varying approximately between 10 and 15 per cent. Following are the revised prices on a number of the Lufkin lines.

LUFKIN MEASURES— No. 260, $3.40 each; No. 263, $5.10; No. 100, $3.80; No. 103, $5.50; No. 243; $4.55; No. 603, $3.35; No. 604, $3.70; No. 713, $6.50 per doz.; No. 714, $9 per doz.; No. 143, $7.60 per doz.; No 165, $1.65 per doz.

SUBSTANTIAL DROP IN LINSEED OIL PRICE

Winnipeg.

A big reduction is made this week in linseed oil, and the prices now quoted are 95 cents per gallon for raw and 98 cents for boiled in barrel lots.

COPPER WIRE PRICES SHOW ADVANCE

Winnipeg.

The prices on copper wire have been increased this week. Following are the latest quotations;

PITTSBURG MARKETS

PITTSBURGH, October 27.—While the production of steel has probably continued to increase up to date, or to within a week or two, the rate of buying of steel products at present does not seem to presage any further increase for the time being. The steel market is distinctly quieter, according to most members of the trade, although here and there mills report orders increasing.

Production of steel ingots is running at a trifle above 35 per cent of capacity, this comparing with rates at 32 per cent. in September, 30 per cent in August, and 21 per cent. in July. There has been a fairly continuous increase in the production rate for three months, but the probability is that there will be no material increase over the present rate in the remainder of the year and this means, of course, that there may be some recession. It is quite impossible, however, that production should drop to the low rate of last July, for that represented an altogether abnormal condition. There was consumption then, but it was supplied in large part by stocks of steel in the hands of jobbers and manufacturing consumers, and of manufactured wares in various hands. These stocks being largely liquidated, demand upon the steel mills has been returning to a normal relation with the actual consumption, which has been proceeding right along.

The sheet mills continue to show by far the best operation of any branch of the finished steel trade. The American Sheet and Tin Plate Company, (Steel Corporation) has been operating about 90 per cent of its sheet mills, while the independents have been averaging 75 or 80 per cent. There has been a slight decreasing tendency in the past two or three weeks. Tin mill operations have decreased materially, the average being now about 50 per cent. Wire mills are operating at former rates, from 40 to 60 per cent. Pipe mill operations have increased somewhat, and now average close to 50 per cent. Merchant bar mill operations have been increasing, but are still very light.

It is the low operation of bar, shape, plate and rail mills that pulls down the general average, for it would seem strange for steel to be produced at only about 35 per cent. of capacity when sheet mills are running at 75 per cent and more and wire, pipe and tin plate mills are going at far above 35 per cent.

As to rails, the railroads have not been specifying to any extent of late, and a considerable part of the rail tonnage put under contract for the present year was in line to be carried over to next year, partly because the railroads are short of funds and partly, no doubt, because the roads have lately been hoping that there would be a reduction in the price for next year. The United States Steel Corporation has in the past few days announced a reduction of $7 a ton, from $47 to $40, in its rail price, and this may cause the railroads to take out some tonnage now which otherwise they would have carried over to next year.

As to finished steel prices in general, they show a stiffening rather than a weakening tendency, but there are no clear cut advances. Efforts are being made, more or less, to get prices up, but this is no easy thing when mills are so indifferently employed. In bars, shapes and plates the advance to $1.65 for bars and $1.75 for shapes and plates still hangs fire. The Carnegie Steel Company got up to this basis several weeks ago, and a few independents are adhering to the prices, but there are a few aggressive sellers at lower prices. These lower sellers have been endeavoring to accumulate enough business to justify their withdrawing the lower prices but it has been very difficult to gather up tonnage, except small orders for immediate shipment. For delivery in the Pittsburgh district and nearby, bars, shapes and plates can be done at $1.60 if the order is attractive in tonnage and specifications, but this is not the market for the whole country, since the usual "Pittsburgh plus" system is abandoned in much of the territory, at least for the time being. Thus there is a seller in the Buffalo district that will name delivered prices equivalent to $1.50, Pittsburgh, on bars, while in the west $1.75, delivered Chicago, has been done on bars. To meet this competition a Pittsburgh mill would have to sell at $1.37, mill, and of course this could not be done.

Just what will occur as to sheet prices remains to be seen. The great majority of independents have formally announced an advance of $5 a ton, but some would probably sell at the old price, and the Steel Corporation has made no advance. If the advance were effective it would raise black sheets from $3.00 to $3.25 and galvanized from $4.00 to $4.25. Superficially blue annealed sheets would seem to go up from $2.50 to $2.75, but in the actual market it has developed that blue annealed sheets can be bought at the $2.25 price ruling before the September advance was made.

That the steel market has been distinctly less buoyant in the past couple of weeks is now recognized in all quarters. Whether the demand, as a whole, has actually decreased is a question, but it is certain that it has not been increasing as it was a few weeks and more ago. Whether improvement will be resumed in the near future is uncertain. An opinion could be formed if it were definitely known what has arrested the progress of the advance. If it is the season of the year, then no further improvement can be counted on until the late winter. If it is the fact of freight rate reductions having come into nearer prospect, then a decided improvement in buying can reasonably be expected when freight rates are reduced. A general reduction would decrease somewhat the cost of producing steel, resulting in somewhat more attractive prices, while it would reduce the cost of moving steel, and that would reduce the cost to the consumer, for whatever the formal terms in a sale of steel the essence of the transaction is that the buyer stands the freight. If half of what has been said lately is true a reduction in freight rates would stimulate business in general, and the steel industry would naturally get its share

White Lead Shows Decided Improvement

Pig Lead Now on a Healthier Market, Brings White Lead in Oil to a Firmer Basis—No Price Change Likely in the Near Future

MONTREAL. — Discussing the present situation in pig lead and its relative position to white lead in oil, John Irwin, president McArthur-Irwin Limited, informed Hardware and Metal that there was every indication of continued strength in the pig lead market and a steady and firm outlook of the finished product, white lead in oil.

"I can see nothing else but a firm tone to the white lead market, with prices remaining very steady for the following months," said Mr. Irwin.

Referring to a schedule of prices on pig lead existing from the beginning of 1920, it was pointed out that values had fluctuated considerably down through the months with the levels reduced to a much lower figure in December than was ruling in January 1920. Commencing with January 1921 the prices again receded until the low point was reached in the mid-summer months this year. During August the improvement was first in evidence, and September showed considerable gain. When pig lead was at the low point during the summer months, it was generally conceded that the market had dropped to a figure unwarranted by surrounding conditions and that higher prices were imminent. These made their appearances, as stated, in September and the tone of the market has been much healthier since. The improved tone was noted at the time when a general improvement was beginning to be felt in all metals and was brought about undoubtedly by a betterment in demand, coupled by the realization of the low quotations then existing.

"Linseed oil is a factor in the cost of producing white lead, but not to the extent that is generally believed by the trade," continued Mr. Irwin. "To every 91 pounds of the metal, 9 pounds, or approximately one gallon, of linseed oil is used. Thus the amount of variation in the price of one gallon of oil is reflected on the price of 100 pounds of white lead in oil."

Although not down to 1914 prices, present levels were within reasonable reach of these prices to-day. In 1914, white lead was selling at $8.25, present quotations being $12.00 per 100 pounds. This leaves a difference of $3.75 per 100 pounds, and with present higher productive costs this product is now at a very reasonable figure, especially in comparison with other commodities in as staple a class as white lead in oil.

Continued Strength in Primary Market Not Likely to Advance White Lead Prices for Some Time

When asked if a continuance of the strength now showing in pig lead would have any effect on the prices of the finished product, Mr. Irwin said he did not believe any change would be made for some time at least. Corroders had already contracted for supplies and they were now facing a quiet period in the industry. The winter months would not, in all probability, bring out any new prices.

Window Glass Shortage Affects Prices

Shipments from Belgium are Not in Full, Owing to Closing Down of Many Plants—Relief Will Likely Come Later, but Many Merchants' Orders Are Now Held Up

MONTREAL. — The closing of many of the Belgian glass plants during the summer months is now reflecting on the local markets for window glass. Owing to strikes, lock-outs, and labor troubles in general, a number of manufacturers closed their doors and have been idle since the early summer. In this connection, too, the depression of the market in the previous few months undoubtedly assisted in forcing the cessation of operations with many of these firms. Reports state that only three out of approximately twenty factories were turning out supplies up until a recent date. This situation has improved slightly when it is stated that others are now commencing to light their fires, but a further delay will here be experienced as this operation invariably causes an enormous amount of breakage. It is estimated that from three to four weeks will yet elapse before exports from Belgium are within normal capacity. To the Canadian market this will hardly be in time to meet the earlier demands, as from the present time to the middle of November marks the busiest season in the glass trade. The merchant enjoys the biggest demand during the month of November, thus an improvement in Belgium imports will have to be made or another source looked to, to prevent a subsequent shortage.

Importers are not regarding the situation as serious, but are looking for heavier arrivals in the near future. Boat loads are expected, one the latter end of this week. However, the amount of window glass allotted to the different houses is still uncertain. If they are as short as recent shipments, ample supplies will still be wanting.

Canadian Manufacturers May Relieve Situation

Canadian manufacturers may greatly relieve the situation if there is time Our home industry realize the position of the market and are doing their utmost. With another large enterprise to commence operations in the near future, Canadian made glass should be very prominent on the domestic market.

The American window glass market cannot be looked upon as favorable for import, as competition with Canadian and Belgian glass is today out of the question for our neighbors to the south with their present prices and tariff rates.

Although a shortage, temporary at least appearing on the Canadian market, there are no present indications of advanced prices, and the close of navigation would seem to be the next factor to further cause a firming of prices. The market is now undoubtedly firmer than it has been for some time, but will, according to local dealers, remain unchanged in prices till freight rates from St. John, New Brunswick add to the transportation cost of import.

SERVICE

CONFIDENCE

FAIR DEALING

Sentiment and Character

"I have never looked upon this Paint Business as altogether a money making business. It is more than that. It is a man-making business."

IN these words often reiterated, our late President, Mr. Houston Lowe, speaking before his business associates made clear in no uncertain manner the policy which is at once the sinews ; heart and mind, of Lowe Brothers' Organization.

Mr. Lowe is dead. But he has left behind him to perpetuate his name ; character and principles, his son, Mr. John Lowe—who, like the idealist his father was, guards jealously the big, human, square, friend-invoking principles which above all else are responsible for our happy connections.

Sentiment in Business ? Yes, of course !

Sentiment is *feeling*—and it is that "feeling" injected into everything we do which is responsible for the wonderful and gratifying testimonials of satisfaction and pleasure received from day to day from our "High Standard" Agents. We and the dealer are *one*—working together toward a common end—"*Better Business.*"

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

The Brush Department

Standardization in Brush Making Industry

War Conditions Made Necessary Standardization of Products, Processes, etc. — Modified Form of Standardization Now Necessary to Meet Public Requirements

STANDARDIZATION has become an important factor in almost every branch of industry and the need for it has become more apparent in recent years than ever before. The application of standardized principles to brush manufacture is an interesting subject and the trade are herewith given some details concerning standardization in the brush industry of Britain

"Before the war efficient methods of production were comparatively unknown in the United Kingdom brush industry. In most firms each operative made the entire brush throughout all its processes," said F. W. Field, H. M. Trade Commissioner in discussing this subject with Hardware and Metal.

"The war, with its heavy military and naval requirements, made the introduction of up-to-date methods imperative, with the consequence that division of labor began to be more generally adopted, and new and improved machinery was installed by many manufacturers," continued Mr. Field. "Standardization was a fairly simple matter during the war, as military and naval requirements consisted mainly of certain standard types. After the war, however, manufacturers had to turn their attention to the more varied types of brushware required by the public, and so a modified form of standardization was substituted. For instance, many firms now use one variety of brush back for many different varieties of brushes and a few standard mixings of bristle, fibre, etc., often replace the many variations that formerly were considered necessary. Machinery parts also are now to a great extent standardised and interchangeable. Obviously these methods have led to greater economy in production and considerably increased output, facts which are appreciated by the majority of dealers, who have the advantage of a smaller variety of goods to carry in addition to the benefits of better quality and lower price. The education of the consumer, who is notoriously conservative, is much slower, as he does not always realize the advantages of standard production over more expensive but not necessarily more efficient special production. There can be little doubt that the standardised methods of production recently adopted by most British manufacturers of brushware have helped materially towards the high reputation which British brushware holds throughout the world for reliability of construction and quality of finish."

SHOWCARD SUGGESTIONS

(Continued from Page 39)

piece of cardboard will serve) until a flat, chisel-edge is obtained.

Regarding cardboard—you can obtain a supply at any wholesale paper house. It is made in standard size sheets coated white; 22 x 28 inches is known as a full sheet. It is also made in the larger 30 x 40 inch size in varied thicknesses or plys. Either 8 or 10 ply is suitable for show cards.

Here I now present for your consideration and practice the lower case or small letters of the plain Gothic alphabet.

As you will observe from the Plate all elements of the alphabet are made either on the down-stroke of the brush or from left to right (see direction of arrows on plate.) I use a No. 12 brush for this alphabet. Try practising with the No. 12 brush; it is a good medium size and produces stocky "well-fed" letters.

As you know, there are 1,001 different styles of lettering, designs, shading, ornamentation and fancy scrolls used by different cardwriters; in fact, every card-writer has a style peculiar to his own individuality.

Your best plan is to get familar and proficient in the production of the good plain every-day alphabets, have them thoroughly mastered from A to Z; then you will be prepared to acquire a fuller knowledge of the advanced stages of cardwriting such as: arrangement, layouts, color combinations, contrasts, etc.

The subject of "arrangement" or "layout," as it is commonly called, is a large one and will be dealt with in later articles as the series progresses.

It is a well known fact that a well-balanced, artistically arranged card, even though the lettering itself is indifferent, is far more pleasing to the eye than a card well-lettered but badly spaced.

Here are a few simple rules to follow in laying out the inscription on a card; follow them out carefully and you cannot go far wrong:

First, rule a pencil line right down the centre of the card; by so doing you will be able to balance the wording properly.

Keep all your lettering well centred.

Do not overcrowd the card with lettering but leave a generous margin or white space all around.

Some beginners have the mistaken idea that a good show card consists of a creation in multi-colored hues and elaborate decorative schemes. Cards of this order tend to give the average passer-by the same impression he registers on seeing a "loud" necktie or a circus advertisement. In truth the manifestations of so-called art by some beginners actually border on the burlesque. The moral is—steer clear of using vivid colors on show cards unless you fully understand color harmony. Of course on special occasions and holiday seasons appropriate colors and suitable simple decorations are to be commended.

St. Patrick's Day, Valentine Day, Easter, Hallowe'en, Thanksgiving and the Christmas season give the cardwriter an opportunity to display his originality in the matter of attractive, seasonably decorated cards.

In practising lower-case letters, whether it be brush or pen alphabets, it is wise to rule a horizontal pencil line above and below the guide lines proper. This will enable you to make all the letters b, h, I, g, j, y, and the others of a like nature.

When you require to make a large number of price cards at one time bearing perhaps, one or two lines of lettering and the price, it is a good plan to make a mask or lay-out to serve for all the price cards to be written.

To make the mask (figure of which is shown) is a matter of but a few moments and you will find it to be a great time-saver also in making your tickets uniform in appearance.

TO HOLD BICYCLE SHOW

Alderman George Wenige of London, Ontario, proprietor of the Bicycle and Motor Sales Company, London, is the choice of the 1922 directors of the Canadian Bicycle Dealers' Association for the office of president of the association for the ensuing year.

Announcement is also made that N. N. Ferries, son of N. S. Ferries, proprietor of the Wentworth Cycle Works, Hamilton, Ontario, is the choice of the directorate for the post of secretary-treasurer for the next year.

The Canadian Bicycle Dealers' Association intends to make early plans for a bicycle show to be held in conjunction with the 1922 convention of the association which has been awarded to London, Ontario, to be held during the last week in September. It is also proposed to conduct an inter-city bicycle race-meet with riders of London and Ottawa competing in a two-cornered series of events.

Boeckh's Brush News

"The Brush"

How interesting it would be to know just what picture is called to the minds of different people on hearing this word.

It might be an artist's brush, the delicate tracery of which has given pleasure to so many people, or it might be the white-wash brush which Mark Twain made so alluring to the small boy.

This article deals with the paint brush which requires great care in selection in order that it may give the best service.

Boeckh's Rubber Set brushes are guaranteed and, therefore, the purchaser is safe-guarded against loss from a defective article.

Boeckh's brushes are **perfect** to commence with, but must be used with proper care to preserve that perfection.

They should not be dipped in water before using in paint or oil—neither should they be soaked so as to cause the handle to swell and burst the ferrule. No brush however perfect can be guaranteed against this treatment. A brush that has been used in water-paint should be thoroughly dried out before being put in oil or paint.

The "Scientific American" says: "A brush should not be put in water either before or after being used in paint, but should be kept in oil, preferably coal oil, while not in use."

The perfect quality of the bristles used in Boeckh's Rubber Set Brushes gives a regular flow of varnish or paint and so leaves an evenly covered surface, and the splendid finish of the handles and bright appearance of the ferrules are very pleasing to the eye of a prospective purchaser.

The small number of Boeckh's Brushes claimed defective which are returned (a good percentage not being defective but ruined by abuse of the consumer) is in itself a proof of their perfection. And the readiness with which the brush is replaced, provided it has had fair use and attention, is ample evidence of how desirous the house is to have satisfied customers.

One dealer remarked that in ten years' selling of Boeckh's Brushes, the defective ones were practically nil.

Dealers may therefore recommend Boeckh's Brushes with a feeling that the purchaser will be perfectly satisfied.

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

Weekly Paint Markets

MONTREAL

MONTREAL, October 27.—Linseed and turpentine attract attention in the paint markets this week. The former is again somewhat easier, with local prices receding to 81 cents for raw, and 83 cents for boiled in one barrel lots. This product continues to fluctuate from week to week in an endeavor to keep pace with the flax seed situation, which also is unsettled owing to reports of crop conditions. Turpentine has been on a steady to firm basis in recent weeks, with a price increase on the local market of 2 cents per gallon this week. Although dealers have stated that the turpentine demand immediately fell when the recent announcement of higher prices was made, it seems the condition of the market will not allow a weakening. Both local and outside markets report a light demand at present.

White lead in oil is now on a very satisfactory basis. The undertone has improved since the lower prices were announced this Fall, and corroders and jobbers look for a continued steady condition. Putty is also selling well at present with a good season anticipated for all concerned. Prices are holding unchanged, with few signs of a revision in either direction for the season. There are still signs of a shortage in window glass although importers are not yet regarding it as very serious. Although manufacturing in Belgium is not up to normal capacity, dealers base their hope for a more ample supply with the arrival of heavier shipments from now until the close of navigation. Local prices are firm at the net list with no change thought likely until the port of Montreal is closed and freight rates from an ocean port will have to be added to transportation costs.

PUTTY SALES INCREASING

Montreal.

A totally satisfactory volume of business is now recorded in putty. Sales are increasing from week to week, showing that the advancement of the season governs the movement. Dealers stocks are very low and purchases are made only as the requirements calls for. The undertone of the market is one of steady to firm, and following are present prices.

PUTTY— Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk barrels, 800 lbs.	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
1-lb. tins	8 75	9 25	9 50

Pure Linseed Oil Putty, $1.50 per 100 lbs. ad-

EASIER TONE DEVELOPS IN LINSEED OIL MARKET

Montreal.

The fluctuating of the linseed oil market is clearly demonstrated when last week a firmer tone seemed to develop, and prices were increased; this week it is again easier, prices again receding. General current quotations are 81 and 83 cents for raw and boiled respectively in one barrel lots, but some jobbing houses are maintaining slightly higher figures. The situation locally is, as stated, a little easier this week but it was thought to be only due to the fluctuation of the flax market, and another improvement in the near future would not be surprising. Outside markets report much the same position, but state that the crusher, and those well informed, are generally of the belief that the present slight set-back is only temporary and the market would continue its recovery in the very near future. Local prices are as follows:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 81	0 83
3 to 5 barrel lots, per gal.	0 79	0 81

Less barrels, add 10 cents per gallon.

TURPENTINE QUOTATIONS ADVANCE 2 CENTS

Montreal.

The firm undertone prevailing on turpentine has this week developed into a price increase of 2 cents per gallon, bringing the present local quotations to $1.09 in one barrel lots. There is now a quiet market on this product, with sales slackening further in the past few weeks. This season of the year is usually a dull one for turpentine, and the price advance was solely from conditions in the Southern market. Notwithstanding this, the increased quotation is very general. Stocks locally are limited, but ample to take care of the present light demand. Current local quotations are the following:

TURPENTINE—	Imp. gal
1 barrel lots	$1 09
2 to 4 barrel lots	1 07
Broken lots	1 19

A STEADY OUTLOOK FOR WHITE LEAD

Montreal.

With quotations on white lead in oil unchanged, the market continues on a steady to firm basis. Lead on the primary market is holding firm with recent slight advances in quotations recorded. Although a recession in demand will be noted during the quiet winter months following, there seems every indication of a steady unchanged position for this product. Corroders have now contracted for their metal requirements, and a continued improvement in the primary market will not likely reflect on white lead in oil, especially when dealers are now entering the quiet period. Current quotations are $12.00 in five ton lots, $12.75 in 1 ton lots and $13.10 in less quantities.

STOCKS OF WINDOW GLASS BECOME SMALLER

Montreal.

Local stocks of window glass are gradually becoming lighter owing to the Belgian situation. Shipments from this source have for the few weeks past been light, and by no means ample to meet present orders now in the hands of importers. There is slight relief this week-end upon the arrival of a boat load, but shipments that are to arrive between now and the close of navigation here will have to be much heavier than recently, or a subsequent shortage may be felt at the busy season for the merchant.

Jobbing circles are not yet considering the situation as serious enough to cause extra concern, but base their hope of relief in the boat loads that are to arrive in the near future. Prices too are so far unaffected, but remain in the meantime somewhat firmer than has been the case during the summer months. It is stated that the close of navigation will likely be the next factor in strengthening prices, as freight rates from an ocean port to Montreal will have to be then considered.

TORONTO

TORONTO, October 27.—For the initial time in several weeks the prominent position which turpentine and linseed oil usually present in the current paint markets have been usurped by shellac and window glass respectively.

The recent gains in price of shellac gum, have now been reflected in a firmer tone all through the shellac markets. On the other hand, turpentine quotations remain unchanged locally, but the recent gains in both the domestic and primary markets are being well maintained. While no large purchases have been recorded, it is intimated that any resumption in foreign demands would further enhance values. At present, however, consumers are generally ord-

(Continued on Page 58)

More Business from the Home

For all Glidden Dealers. *And for you* if you carry Glidden Products. With such a leader as Jap-a-lac Household Finishes, including everything the housewife needs and with the complete line of Glidden Green Label Varnishes you will have quality first and then the kind of reputation that keeps the profitable sales coming thick and fast.

Once started Glidden advertising will hold the public's attention. You quickly have a business asset when you associate your store with Glidden. This is a good time to act—Glidden business is *all the year round* business.

THE GLIDDEN COMPANY, LIMITED, Toronto, Ontario

Branches at Montreal and Winnipeg

Save the surface and you save all

TORONTO PAINT MARKETS

(Continued from Page 56)

ering for immediate requirements only.

With the continued fluctuations in flax seed, the easier levels announced last week on linseed oil remain unchanged. Big consumers are quite reluctant to purchase, and orders are consequently of the small variety. The continued weakness in English oil is said to be a contributing factor to the prevailing easier quotations.

Belgian Glass Industry Unfavorable

Window glass sales are picking up steadily, according to current opinions from various wholesalers, but the movement is stated as not too brisk for this season of the year. Under normal conditions, marked activity should prevail in the glass markets during the present season, but the proportion of buildings under construction during the Fall period has been a little disappointing from the glass distributors' viewpoint. Quotations at the new net list recently announced, with a 5 per cent discount being given on orders of 25 cases or more.

European prices on Belgian sheet glass are stated as being very erratic at present, owing to the fact that several factories in Belgium have been forced to close down. This condition has caused a temporary shortage of glass in some sizes, but the fact that fresh shipments are on the way, is generally calculated to offset this factor prior to the seasonal demand for sheet glass.

NO LARGE PURCHASES OF LINSEED OIL

Toronto.

There is very little evidence of quantity buying in linseed oil at present, and there is a lack of interest shown by the large consumers except as regards current requirements. Prices still remain at the new lower levels announced last week, which are inserted below.

There is reported to be a little inquiry from the varnish makers, and also from the manufacturers of linoleum; but no liberal sized orders have been recorded for some time. The continued weakness of English oil is said to be a contributing factor to these easier quotations. Following are the prevailing prices:

LINSEED OIL—		
1 to 2 barrel lots, per gal.	0 87	0 90
3 to 4 barrel lots, per gal.	0 86	0 89
6 to 9 barrel lots, per gal. ...	0 84	0 87

Less barrels, add 15 cents per gallon.

FIRM TONE IN SHELLAC PRODUCES HIGHER PRICES

Toronto.

Shellac prices have recently advanced in some quarters, owing to the firm tone in the primary shellac markets, and the increased quotations of shellac gum. New higher prices of $5.25 per gallon for pure white barrels, and $4.75 per gallon for pure orange in barrels, are now being quoted. Quotations on gallon jugs are generally 50 cents in advance of the above levels.

FIRM TONE CONTINUES IN TURPENTINE MARKETS

Toronto.

Current demand for turpentine has been restricted to small quantities covering immediate requirements. The large consumers are evidently content to purchase sparingly, while quotations are held at the present higher levels. Local prices this week are unchanged, but the firm undertone to the primary market continues. Stocks are moderate on both the local and Savanah centres and Southern producers claim that any increase in foreign requirements would further enhance the value of present holdings.

While there is no indication that the planned strike of American rail operatives will be carried out, yet in event of this developing, some effect could be expected in turpentine prices. With local distributors buying sparingly according to current orders, and with a lack of any apparent surplus on hand, the dependability of domestic interrupted rail service is obvious.

The following are the prices generally quoted:

TURPENTINE	Imp. gal.
1 barrel lots, ...	$1 15
2 to 4 barrel lots	1 14
5 gallon lots	1 30

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton London, Brantford, Collingwood, Guelph, Windsor, or Montreal, but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots, 15 cents per gallon

WESTERN ONTARIO NEWS

J. A. Brownlee, hardware merchant at London, Ont., has been awarded the heating contract for new $10,000 school at Manor Park.

PLANNING THE FALL HARDWARE SALE

(Continued from Page 37)

year should show considerable improvement in retail hardware conditions.

This merchant is of the opinion that as a class retail merchants have conducted their business wisely, but that the danger now is the reduction of stocks to a serious level. This firm follows the plan of immediately reducing prices when reductions are passed on by the wholesalers. Many customers do not appreciate this fact but competition leaves the merchant little alternative in most cases. Mr. Mills is of the opinion that the competitive era now entered upon in the retail trade will make big changes in the manner of conducting hardware business, that reduction of costs will be very necessary and that increased turnover will be achieved only by the closest attention to business pulling influences and the possible extension of the field of goods handled.

HARDWARE STOCKS ARE LOW

(Continued from Page 36)

with a better price understanding in the building trades; with low priced lumber; with other materials considerably reduced there should be considerable new home building during the fall and spring.

"Each one of us should study his particular line to see how best this adjustment can be accomplished. It is necessary, not only that prices shall be reduced by manufacturers, but this reduction must be based on, through jobber and retail dealer, to the consumer.

Stocks Are Low in Most Lines

"Many industries have been marking time during the last year. The result has been that they have, to a great extent, liquidated their stock on hand and have bought very conservatively.

"There can be but one result from this policy and that is that stocks of materials and merchandise will soon be broken and particularly if there is any marked degree of activity in the trade. Many jobbers and dealers may be going too far with their waiting game and may find their stocks broken sooner than they expect. While it may not be time to abandon a conservative policy, the question of delivery should be given careful consideration.

"Stocks in many lines are low and, with easier money and more spending power in the hands of such important groups as the railroads and the farmers, improvement is inevitable.

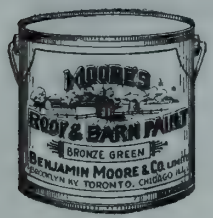
"For that reason it appears that it is time for business to begin to prepare for a period of activity which will surely be followed by a period of prosperity."

APPLYING MARKING REGULATION

(Continued from Page 35)

mean that on all shipments made after the regulations are made effective, the goods which are to be forwarded will have to be unpacked and stamped by hand in rather a crude manner and then repacked before they can be boxed and shipped. It will mean that there must be a great deal of care and watchfulness in order that no mistakes may be made. If therefore the enforcement of such regulations as are now proposed can be postponed until such time as American stocks can be reduced and new stocks made up with the proper markings it will be the means of saving a great deal of annoyance and, incidently, money."

W. J. Lind, The Independent Cordage Co., Toronto, is of the opinion that the marking regulations constitute a very good idea in order to stimulate the demand for Canadian goods. The Plymouth Cordage Co., while doing the bulk of their Canadian business from a factory at Welland, Ont., occasionally make shipments from North Plymouth plant and a tag will be used on all such shipments. Under the trade mark on this tag are the words "Made in U. S. A."



Moore's Paints

A line that enables the merchant to make a sale wherever paint is called for.

Moore's House Colors, Morelustre Enamel, Moore's Automobile Finish, Sani-Flat, Mooramel, Moore's Shingle Stain, Impervo Deck and Porch Paint, Moore's Roof and Barn Paint, Moore's Floor Paint, Moore's High Gloss Enamel Paint are some of the members of this popular paint family that are most familiar in over-the-counter sales.

The house-cleaning season of Fall and Winter makes it important to have your stock well sorted and displayed, now!

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

"Quality forever Moore"

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S. Mush ..	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush. .	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle ...	....	14 00	17 50
25 Short ...	$23 5[illegible]	.....	.....
25 Long ...	33 00	.....	.....
32 Short ...	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W..	38 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter .	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special ...	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
38 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $16.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Boys' axes, doz. ..	14 25	15 50
Hunters' axes, doz..	13 50	14 50
Single bits, doz. ...	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...	$0 50	Group 3 .	$1 00
Group 4...	1 50	Group 5 ..	2 00
Group 6...	2 50	Group 7 ..	3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do., bar bits, add 7½ per cent.
Beaver, 35%.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers, add 5%.
Irwin auger bits, list plus 5%.
Irwin car bits, discount 5% off.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

		⅝ Rim.	¾ Rim
0—16 x 22	Doz.	$ 8 90	$12 50
1—18 x 24	doz.	10 78	12 80
2—18 x 29	doz.	12 10	14 75
3—20 x 30	doz.	13 86	17 75

BOARDS, IRONING — Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS (Wash) Zinc. — Dozen

Baby Globe	$2 70
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	6 45
Neptune	6 85
Newmarket King	6 45
Pony	2 70
Royal Globe (zinc)	5 85
Solid Black Globe (zinc) ...	6 60
Standard Globe	5 85
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.

BOILERS (Range)

	each
30-gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.
Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.
Machine bolts, 7-16 inch dia. and larger, 40%.
Sleigh shoe bolts, all sizes 25%.
Coach and lag screws 50%.
Bolt ends, 40%.
Square head blank bolts 40%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 20%.
Elevator bolts, large head 25%.
Elevator bolts, corrugated heads 55%.
Fancy head bolts, 25%.
Shaft bolts, ($3 list), 25%.
Step bolts, large head ($3 list) 25%
Whiffletree bolts, 25%.
Tire bolts, 50 per cent.
Stove bolts, 67½%.
Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.
Nuts, 2 in., and smaller, square, Tapped, net list.
Nuts, 2 in. and smaller, hexagon Blank, net list.
Tapped add to list, $0.50.
Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS — Base

Sheets, base, Montreal	0 25
Do., Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto	0 20
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS — Doz.

No. 5, 4 strings............	$ 6 65
No. 5, standard............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS — Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19
Less 5 per cent.	
Car load lots— Toronto.	
Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
F.O.B. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $12; No. 1, $12; No. 2, $13; No. 3, $14; No. 4, $16; No. 5, $19.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 10 per cent. f. o. b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 5[illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net list; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— — Doz.

No. 111	1 85
No. 121	2 00
27	2 65

CATTLE—

98	2 40
100	3 35

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 30	0 26
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 28
Plain Tinned, 16 oz. and heavier, lb. ..	0 37	0 35
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 40
Tubing, lb.	0 34	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 41c f.o.b. Toronto and Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb, $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50; Toronto, $8.50; London, $8.50.

DAMPERS— — Doz.

Cast, Champion, 5 inch ...	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c; 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

Continued next page.

SHOT

SHEET LEAD
LEAD PIPE
BABBITT-SOLDER
NAILS-BALE TIES

WE ARE LIVE METAL MEN

Low price. High quality. Immediate shipment

THE CANADA METAL CO., LTD.
TORONTO

Hamilton Montreal Winnipeg Vancouver

C.C.M. Perfection Ankle Supports Very Popular

THIS line jumped into immediate popularity because an ankle support of this nature has been badly needed for many years.

C. C. M. Perfection Ankle Supports are so designed that, by means of a hinge and sliding attachment, the ankle may bend forward or backward but cannot bend sideways.

They are particularly good for skaters whose ankles tire easily. They provide complete support, giving real comfort and improving the skating of the wearer.

Now made in C. C. M. Factory.

Are You Carrying This Line in Stock?

Canada Cycle & Motor Company, Limited
Montreal, Toronto, Weston, Ont., Winnipeg, Vancouver.

Also Makers Of
C. C. M. Automobile Skates and C. C. M. Bob Skates

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
on fittings	20%	25%
Malleable bushings	30%	28%
bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
	0 55	0 68
B	0 23	0 33
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES— Per 100 lbs.

Under 50 lbs., 1½ to 1¾" face	5 00
Under 50 lbs., 2¼ to 3" face	4 25
Over 50 lbs., 2¼ to 3" face	4 00
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie. 1¼ in. ....

HALTERS, ROPE. Per gross.

Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS Per Doz.
Dodson $4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton. London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING Per Doz.

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING
Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	$12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 00
Do., 2 Burner	16 00

Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. Doz. sets.
Clark's No. 1. ..... $2 22

HINGES, SPRING
No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.

Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corugated, ½ in., 100 ft.	$16 00
Do., ⅝ in., 100 ft.	18 00
Do., ¾ in., 100 ft.	21 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 21 per lb.
48 x 96 .... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$ 1 90
Potts, nckel plated, per set	1 95
Potts handles, japd., grs.	20 75
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd	$12 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 00 doz.
Cold Blast genuine rubq.	5 40 doz.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00

F.o.b. Montreal, Toronto, Hamilton.

	List each
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive.	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$11 50
Pick, doz.	11 50

F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS— Doz. net

Liquid Veneer		$20 00
O-Cedar, less handle		14 00
Do., with handle		16 00
S. W. Mops, complete		4 75
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 25
Crank wringing	7 00	9 00
Smarts'		4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

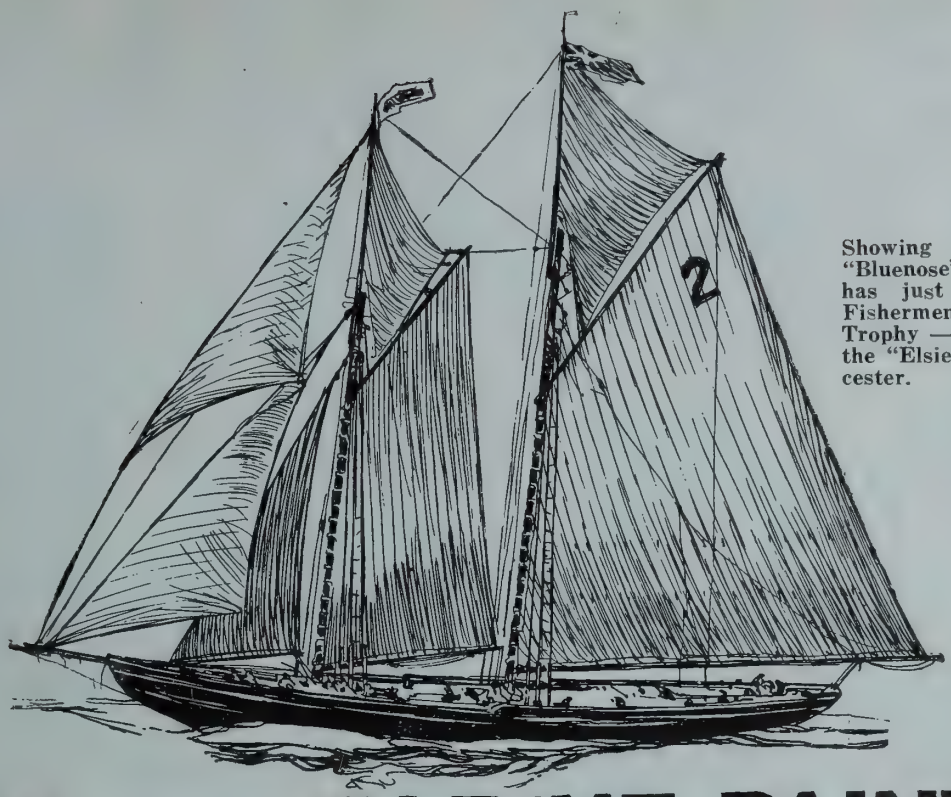
List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier. 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.25 base.
Owen Sound or Collingwood, $4.25 base.
F.o.b., Montreal, $4.25 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.
Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

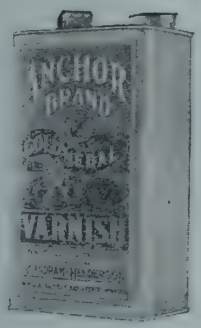
NAILS, CUT—
Montreal, $4.85; London, $4.95: base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities. $12.50.

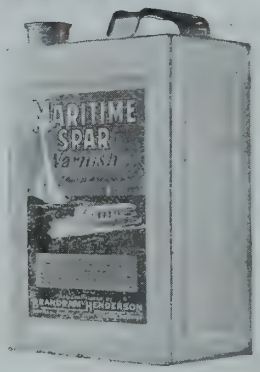


Showing Schooner "Bluenose" which has just won the Fishermen's Race Trophy — defeating the "Elsie" of Gloucester.

B.H. ANCHOR MARINE PAINTS

used exclusively on the Bluenose





That B-H Anchor Marine Paints were chosen for use on the "Bluenose," the pride of the Maritime Provinces, is noteworthy. It confirms the fact that B-H Marine Paints manufactured by Brandram-Henderson since 1878, and used extensively in the shipping industry throughout Canada, are still regarded as the best available.

For mor ethan 30 years Brandram-Henderson have specialized in Marine Paints, with the result that our paints for Marine purposes are being supplied in great quantities to-day to fishermen and shipbuilders throughout Canada.

For every purpose in which a brush is used there is a high-grade Brandram-Henderson product that is held in as high regard by Canadians from coast to coast as our Marine Paints are among the fishermen and shipbuilders.

Write for our agency proposition

BRANDRAM-HENDERSON LIMITED

MONTREAL, HALIFAX, ST. JOHN, TORONTO, WINNIPEG
MEDICINE HAT, CALGARY, EDMONTON, VANCOUVER

NAILS (HORSE)

Size — C Brand

Capewell— Per 25-lb. box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12 .... 5 75
Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 — 48 inch...$6 20
18 inch... 2 65 — 60 inch... 7 70
24 inch... 3 40 — 72 inch... 9 20
30 inch... 4 00 — 84 inch... 10 50
36 inch... 4 75 — 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.
12 inch...$3 50 — 42 inch...$10 50
18 inch... 5 00 — 48 inch... 12 00
24 inch... 6 30 — 60 inch... 15 00
30 inch... 7 75 — 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 — 42 inch...$12 00
18 inch... 5 50 — 48 inch... 14 00
24 inch... 7 00 — 60 inch... 17 00
30 inch... 8 50 — 72 inch...20 00

¾ inch mesh and 20 ga. wire.
24 inch..$10 50 — 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.
24 inch..$16 50 — 36 inch...$24 00
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal.
Canadian netting, 2-in. mesh, net.
1-in. mesh, net.

American netting, 1-in. mesh, net.

Invincible— Per rod
1848 .... 0 80
2060 .... 0 88
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 35
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ....$17 00
Plumbers' 7 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 20
Palacine, gal. 0 23
Gasoline, net, gal. 0 32½
Above prices net.

Gallon
Black oil (summer) 0 21.1
Black oil (winter) 0 21.6
Capital, cylinder 0 78.1
Mach. oil, reg. grades 0 46.6
Imperial gas engine oil.... 0 59.1
Paraffine 0 22.5
List, less 15% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy $1.10
List less 15 per cent.
Polarine, medium, list.... 1 05
Polarine, heavy, list 1 05
Polarine, ex-heavy, list .. 1 40
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net 0 11
Do., tank waggons, net .. 0 10
Do., tank cars, net 0 09
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS
See weekly report.

PACKING Per lb.
Fine jute $0 17
Coarse jute 0 13
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch	$1 35	1 35
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 45	1 45
No. 2	1 00	1 00
Elephant Brand, tarred, No. 2	1 00	1 00
Sprprise Fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 35	1 35
Do., tarred	1 45	1 45
Joliette Sheathing	0 70	0 70
Do., tarred	1 00	1 00

Per 100 lbs.
Monarch Sheathing, white .. 5 75
Do., gray 4 75
Straw sheathing, heavy dry . 3 50
Red Star heavy tarred straw 3 80
Imp. White Sheathing .. 5 75
Imp. Grey Sheathing 4 75
Scythe Brand dry straw ... 3 50
Spruce Sheathing, 36" and 72" wide 7 25
Asbestos Sheathing 10 00
Carpet felt 3 90
Tarred felt, 7, 10 and 16 oz 4 00
F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast
In barrels, 250 lbs., lb....... 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19
Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) 2 25
4 gross (cartons), 4 in....... 2 25
Spring, 2 grs. box 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921

Standard Butterweld Pipe S-C.
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)
Plain — List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 25%
4 in. 30%
5, 6 in.................. 30%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. 40-10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $13 25
Navy pitch, per bbl.......... 6 00
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets ..	6 00	5 65
Ordinary, 52 sheets..	5 80	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box ...$ 17 75
20x28xIC, 112s, box 18 25
20x28 IX, 112s., box 20 50
20x28 IXX, 56s., box 11 75
20x28 IXXX, 56s., box 12 50

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
½-gal. cans 20 00
1-gal. cans 28 00
Net.
Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING
No. 0.....$6 85 — No. 4....$12 75
No. 1..... 7 50 — No. 5.... 15 25
No. 2..... 8 75 — No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.

		Toronto
Samson, 1 ply, roll		$ 2 65
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 80
	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply ..	2 00	2 00
Everlastic, 2 ply ..	2 40	2 40
Everlastic, 3 ply ..	2 80	[illegible]
Panamoid, 1 ply ..	1 80	1 80
Panamoid, 2 ply ..	2 20	2 20
Panamoid, 3 ply ..	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.....		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—
Per gal., in bbls... 0 70 — 0 70
5 and 10 gal. lots, gal. .... 0 85 — 0 85
1 gal. cans, gal., doz. 10 50 — 10 50
Coal Tar (refined), bbl. .... 10 25 — 10 50
Coal tar (crude) ... 9 00 — 9 25
Roofix Roofing Cement—
In bbls., per gal........... 0 60
In ½ bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz......... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis 0 23
Beaver Manila basis 0 19
New Zealand hemp basis 0 19
Sisal basis 0 17
Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.
Single lathe yarn basis.. 0 17
Double lathe yarn 0 17½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application
Cotton, ⅛ in. 0 51
Do., 5-32 in. 0 50
Do., 3-16 in. 0 47
Do., ¼ in. and up 0 45
F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SANDPAPER
B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908.
Wood, F.H., bright 77½%
Wood R.H., bright 75%
Wood, O.H., bright 75%
Wood, F.H., brass 70%
Wood, R.H., brass 67½%
Wood, O.H., brass 67½%
Wood, F.H., bronze 65%
Wood, R.R., bronze 62½%
Wood, O.H., bronze 62½%
Square cap 40%
Hexagon cap 40%
Set Screws 45%

SCREWS, IRON BENCH, No. 14
1 in. $12 20
1⅛ in. 14 70
1¼ in. 16 90

SCYTHES Doz.
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
00 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

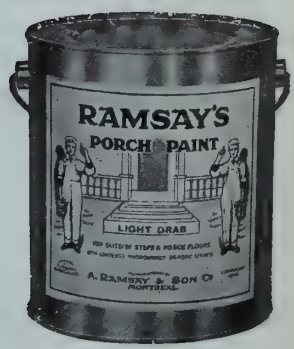
SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

FALL SALES

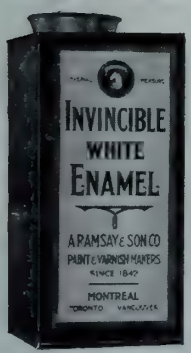
RAMSAY'S



Be With the Live Ones and Keep Your Paint Department Alive During the Fall

ORDER NOW

THE RIGHT PAINT TO PAINT RIGHT



A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO
49 Colborne Street
Edmonton District Distributors
Revillon Wholesale, Limited
Edmonton

WINNIPEG
123 Bannatyne Ave., East
Nova Scotia Distributors:
James Simmonds, Limited, Halifax, N.S.

VANCOUVER
167 Pender St. West
Calgary District Distributors:
The McDonald-Baker Co.
818 8th Ave. W., Calgary.

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
80% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge, Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival, Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS
Discou
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe Findings—List adopted October 10, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 15%
Regrinding Valves 10%
Swing Check Valves....... 5%
Compodisk Valves 10%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80. 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18 00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size. $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal. Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

Talk No. 336

The Railway Strike

At the time of writing this it looks rather "squally"—Black clouds in sight and the wind rising, but maybe by the day of publication the good sense of all concerned will prevent a storm.

You may wonder how a strike on U.S. Roads would affect Galvanized Sheets in Canada —Well, there would be a scarcity right away, and as our stock is now depleted we fear that the best efforts of the Canadian sheet mills would hardly supply the demand.

At present prices, strike or no strike, every sheet metal user can afford to carry some stock, and if you've followed our recent advice, you have it. If not, phone or write your jobber at once.

TINKER TOM.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-06½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. -06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 06
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING— per gal.
Ad-el-ite, white $4 25
Ad-el-ite, tints 4 00

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 32
Indian red 0 36
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7.43
Vitralite 7 77
Duralie 5 95
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Sunshine, white* 7 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 5 00
Invincible 6 00
Hillcrest 7 00
Amelite A. & E. 8 40
Adelite, A. & E. 6 15
Floglaze 5 00

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 60% off.

GLASS PLATE.
Montreal 70% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per Maritime differential 50c per 100 lbs. over Montreal.
100 lbs.
Montreal Toronto
Anchor, pure 12 75 13 20
Champion, pure 12 75 13 20
Crown Diamond, pure12 75 13 20
Green Seal 12 75 13 20
I.V. Perfection 12 75 13 20
Ramsay's pure 12 75 13 20
Moore's pure 12 75 13 20
Tiger, pure 12 75 13 20
O.P.W., Dec., pure .. 12 75 13 20

LINSEED OIL
Elephant Genuine .. 13 25 13 70
B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barels, per gal. ..... $ 0 60
Half-barels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white| 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 2 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 85
O.P.W. Flat Wall, colors ... 3 75
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 4 45
Maple Leaf, colors 4 10
Maple Leaf, floor 3 95
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. & E. Adelite, white 3 85
Do., colors 4 10
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint—
Mont. Tor.
Barrels, per gal..... 0 80 0 80
Half-barrels, per gal. 0 85 0 85
5s and 10s, per gal... 0 95 0 95
1s, per case, doz. .. 12 00 10 50
Everjet Black Enamel—
Crates 2 doz., 8 oz. $1 45 $1 45
Crates 12 doz., 8 oz. 1 40 1 40
1-gal. cans, gal ... 1 50 1 50
5-10 gal. cans, gal... 1 35 1 35
Barrels-half bbls., gal 1 25 1 25
Carbosota Liquid Creosote Oil—
Barrels 0 60 0 60
Half barrels 0 65 0 65
5s and 10s, gal ... 0 75 0 95
1s (case 12 gals.)... 8 50 9 50
H. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC Pure White. Pure. Orange.
Per Gal.
In bbls. 4 65 4 15
Gal. jugs 5 00 4 50
F.o.b. Toronto, London, Montreal.

SHINGLE STAINS
Ord Colors. Greens
B.-H. Anchor 1 40 1 60
M.L. Creosot 1 40 1 60
Soligum 1 25 1 60
Martin Senours .. 1 40 1 60
Elastica 1 40 1 60
Hillcrest 1 40 1 60
"C.D." Shingle Stain 1 20 1 40
Canada Paint, ... 1 75 2 00

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 60
O.P.W. Presto 3 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 00
Jasperite Interior and Exterior 3 75
Jasperite Indestructo. floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L. No. 61 ..... 5 00
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not
Quick Action House 2 65
Rexspar 5 00
Scar-Not 5 13
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing . 4 85
Kyanize Interior and Floor.. 4 85
Luxeberry light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 65
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 00
"C.D. Big 4" Exterior..... 5 00
"C.D. Big 4" Interior..... 4 50
"C.D. Big 4" Floor 4 40
C. D. General Purpose 4 75
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite 4 00
Adelite, No. 103, Floor 4 50
Adelite, No. 105, Flat 4 56
Adelite, No. 100, Spar 6 00
F.o.b. Montreal, Toronto

WATER PAINTS
Rockface, bbls., 250 lb. 0 08
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)
Frescota $7 50 8 50
5-lb. pkgs. White. Colors.
Decotint 9 00 9 00
Coralite 9 00 9 00
Perfecto 8 50 9 50
Solpar 0 40
C. D. Wall Coating, white... 8 75
Do., colors 9 25

Hygienis Kalsomine. per 100 lbs.
White Tints.
300 lb. bbls. $8 00 $9 00
100 lb. kegs, ... 9 00 10 00
Cases, of 25 pkts .. 10 50 12 00

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . ..0 09

Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 40
Anchor 0 38
O.P.W. Lion Brand 0 50
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 60
Champion white 0 50
Ad-el-ite paste 0 40
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls 3 20

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.35
F.o.b. Montreal, Toronto, London.

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG

CARTER'S

Your Paint Customers Know It.
CARTER'S GENUINE DRY RED LEAD.

Carter's has won the confidence of the Canadian paint user because of its never changing Quality. Recommend Carter's. It is made from the very best grade of Canadian pig lead, highly oxidized and very finely ground. Mixed with pure linseed oil it furnishes a free flowing protective paint for all manner of metal work.

Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are three other Carter products worth stocking.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Ave. Montreal

Window RED S Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps .	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$23 50	.....	.....
32 Short ...	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	58 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	188 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 64%: over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE
30-gal., each ....$ 10 00

BOLTS—
Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—
No. 800 .... net prices
No. 804 .... net prices
No. 838 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 ....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.
50 foot, 19 g. $4 40
100 foot, 19 g. 7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 .. .. 0 58 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...35%
Straight shank 35%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.
Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

ENAMELWARE

FILES
Globe ... ... Discount 60%
Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable
Class A 55%
Class B and C, off new list. 65%
Bushings 20%
Unions, "Dart"—
¼ to 2-in. ... ... .29% off
⅛, 2½, 3½ and 4-in. . 15% off
Nipples, 4 in. and under 45%

FRY PANS Each
Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
60 per cent.

GLOBES, LANTERN Doz
Cold Blast .... $ 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE
Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 3 .... 1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN
½ in. 9 75
⅝ in. 12 00
¾ in. 13 00

IRON GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17 50
Lightning 17 50

LADDERS, STEP
Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION
20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS
Cold Blast
No. 2 Japaned 13 50
No. 2. Coppered 16 25
No. 2, plain 12 75
Short Globe, doz. 12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $13.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick. $14.25; cutter, $14.25.

MOPS
O-Cedar, No. 1 .... $16 00
O-Cedar, No. 3 .... 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in	14 in.	16 in
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	....	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 61
30 in.	8 [illegible]
36 in.	10 [illegible]

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—	Gallon
Kerosene	0 22
Gasoline	0 36½
White Rose Gasoline	0 39½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor.	1 00
Capital cylinder	0 83½
Castor machine	0 49½
Imperial gas engine	0 66
Discount 10%.	
Poolarine	1 15
Polarine A	1 15
Polarine heavy	1 15
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	0 12
Discount 25%	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Welvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	2 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in.	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	99 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $16.80 doz.; No. 353, $18.50 doz.; No. 355, $20.25.

PUMPS

Pitcher spout, No. 1, $3 each; No. 2, $3.55 each; No. 3, $3.80 each; No. 4, $4.60 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	Ream	Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$....
Bush	20 50
Excelsior	....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $3.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ...

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME—	Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Coton, 4-ply, cones	0 48
Coton, 4-ply, balls	0 52

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE	
Cream, polishing	0 24½

WHITE	
XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED	
Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	....
15 inch	....
18 inch	....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

Always Ready	— Dozen— Black	N. P.
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	76 50
Regent	63 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

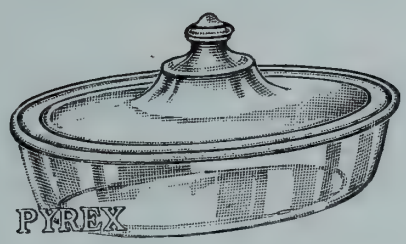
PYREX

TRANSPARENT OVEN WARE

Individual Baker—Round (Ramekin)

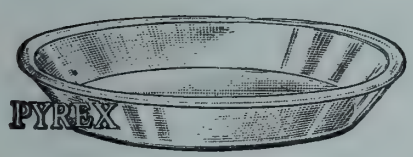
Custard Cups

Casserole—Round

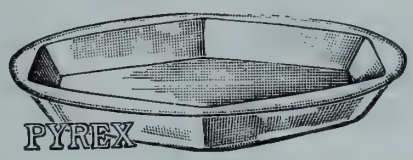


Casserole—Oval

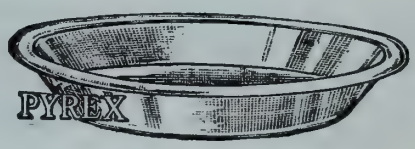
Casserole—Round-Shallow



Pie-Plate—Round



Pie-Plate—Hexagonal



Pie-Plate—Round

PYREX saves about one-half the fuel usually required, because it absorbs nearly all the oven heat and bakes food quickly.

PYREX saves food in many ways. Meats, vegetables, etc., when cooked in PYREX, retain their natural color and flavor to such a degree that economy may be practiced in buying the less expensive kinds and yet have delicious food. Most foods usually cooked on top of the stove can be better prepared in the oven.

PYREX saves labor—it is always free from grease and odors, for nothing can penetrate the hard, smooth surface. You can wash it as easily as your china and silver.

Every practical shape and size for baking is made in PYREX. It is ready for immediate use and never discolors, rusts, crazes, dents or chips.

Good displays at this seasonable time of PYREX in your windows or on your counters will pave the way to a gratifying volume of sales and a bigger Christmas business.

Name on Every Piece - Guaranteed Not to Break in Oven Use

The J. H. Ashdown Hardware Co.

Limited

Calgary WINNIPEG Saskatoon

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

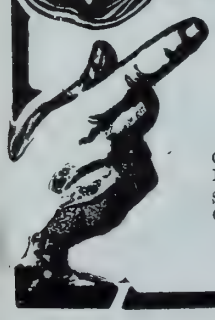
IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY. LIMITED

WINNIPEG, MANITOBA

GERMANTOWN

LAMPBLACK



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THE RADIATOR THAT COOLS AT 90 IN THE SHADE AND WILL NOT BURST WHEN FROZEN AT 40 BELOW.

We have the most up-to-date repair shop in Western Canada. Estimates given on all makes of autos and tractors.

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PAINTS & VARNISHES FOR EVERY PURPOSE

Five Years From Now

will you be pleased with the line of paints and varnishes you were handling in 1921? Will the oil have dried out and the paint be chalky? Will the paint have dulled and lost its color? Not if you are handling O. P. W. The oil-film will have stood by you, and while the house may need repainting at that time, there is no doubt at all to whom the order for the paint will go.

Seventy-two dealers who were handling the O. P. W. lines years ago are handling them today. How are you on interior finishes? There is an O. P. W. Product for every purpose.

Our Four Leaders

Canada Brand Pure Paints
Registered.

Canada Brand Floor Paints,
Unsurpassed.

Jas-per-Lac Specialties,
The Present-Future Finish

Jas-per-ite Varnishes,
The Present Future Varnish.

OTTAWA PAINT WORKS
Limited

Ottawa, Canada

Branches: Montreal and Toronto

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.

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James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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The Aluminum Specialties Co., Ltd., Toronto.
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The Ideal Aluminum Products Ltd., Toronto.
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W. D. Shambrook & Co., Hamilton.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

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Dupont Powder Co., Wilmington, Del.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

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The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

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Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
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Geo. W. Reed & Co., Montreal.
J. Samuels, Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Wilkinson & Kompass, Hamilton.

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BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
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The Western Wire & Nail Co., London, Ont.

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Barrett Roofings, Cements Industrial Paints etc.

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When you handle Barrett products you are aided by two strong selling forces:

(1) Our big national advertising campaign in the leading newspapers, farm journals and technical magazines. This advertising is creating new business for Barrett Dealers in every city, town and village throughout the Dominion.

(2) The high quality of the products themselves. This *keeps* the business. The railroads, the large industrial concerns, and many thousands of individual users know from their own experience that the Barrett trade-mark stands for sure dependability and sound economy.

Are you carrying *all* these famous Barrett Products?

Take up your pencil and check this list:

- ____ Everlastic "Rubber" Roofing
- ____ Everlastic Single Shingles
- ____ Everlastic Multi-Shingles
- ____ Everlastic Liquid Roofing Cement
- ____ Plastic Elastigum Patching Cement
- ____ Liquid Elastigum
- ____ Everjet Carbon Paint

The demand for these products far exceeds the demand for any similar products on the Canadian market. Their sale is increasing by leaps and bounds. Don't miss the opportunity to cash in on this big and growing demand.

The Barrett Company LIMITED

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ST. JOHN, N.B.

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The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
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N. Slater Co , Limited, Hamilton, Ont.
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Walter Woods & Co., Hamilton.

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CASTINGS
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CEMENT, ROOFING
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CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con..
Stanley Rule & Level Co., New Britain, Conn.
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Landers, Frary & Clark, New Britain, Conn.

CHOPPERS, ICE
Burgess-Norton Mfg. Co., Geneva, Ill.

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Goodell-Pratt Co., Greenfield, Mass.

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Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

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The Western Clock Co., Peterborough, Ont.

CLOTHING, ATHLETIC
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CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

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S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

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Dowswell Lees & Co., Ltd., Hamilton, Ont.

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The Western Wire & Nail Co., London, Ont.

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The United Royalties Corp., New York, N.Y.

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CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
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CLOTHES REELS
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American Pad & Textile Co., Chatham.

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Landers, Frary & Clark, New Britain, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

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Wheeler & Bain, Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

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The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

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CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

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The Acme Shear Co., Bridgeport, Conn.
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Burgess-Norton Mfg. Co., Geneva, Ill.
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Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
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N. Slater Co., Limited, Hamilton, Ont.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
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The Kasement Skrene Dore Co., Toronto, Ont

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The Kasement Skrene Dore Co., Toronto, Ont.
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Goodell-Pratt Co., Greenfield, Mass.

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Goodell-Pratt Co., Greenfield, Mass.
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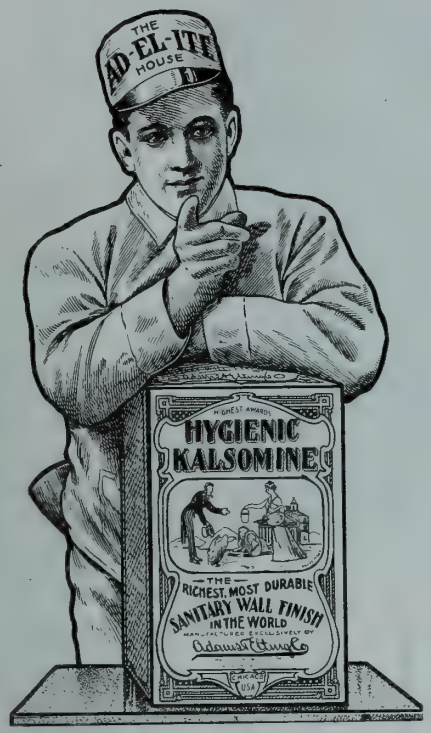

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Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

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Du Pont American Industries, Wilmington, Del.

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Chas. Fawcett Limited, Sackville, N. B.
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The Gurney Foundry Co., Limited, Toronto, Ont.
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McClary Mfg. Co., Limited, London, Ont.

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Goodell Pratt Co., Greenfield, Mass.
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Stanley Works Co., New Britain, Conn.
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The Canadian Hart Products Ltd., Hamilton, Ont

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Savage Arms Corporation, Utica, N.Y.

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N. Slater Ltd., Hamilton, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
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Canada Steel Goods Co., Hamilton, Ont.

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The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Landers, Frary & Clarke, New Britain, Conn.
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The Renfrew Electric Products Ltd., Renfrew, Ont.

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HOOKS, HAT AND COAT
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Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont
N. Slater Co., Limited, Hamilton, Ont.

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The Rice Lake Canoe Co., Limited. of Canada. Cobourg, Ont.
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The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co. of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.

Obscure Lines As Good As Meakins?

There may be one, but we doubt it. Anyhow, think of the additional cost to you in using your selling time to convince a prospect that some obscure, little-known brand of brushes is as good as Meakins!

While you are succeeding in winning one argument and sale, of this kind, you could have made several sales of Meakins Brushes.

The sales are quick, short, and profitable with the popular Meakins Brushes, because you are making more sales per hour with consequent lowered costs.

Consumers recognize Meakins Brushes as leaders.

Meakins & Sons
Limited
Hamilton, Ontario

Warehouses:

Winnipeg London Toronto Montreal Vancouver

Pilkington Bros., Calgary, Alta.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont,

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John,

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

Have You Anything To Sell?

Earnest Elmo Calkins a recognized authority, describes "good advertising as advertising that sells goods. **The goods may be a commodity, or a service, or even a state of mind.**

To those who have anything to sell to the Canadian hardware trade, an opportunity is presented for placing your story before practically, the entire hardware buying fraternity in Canada. This claim is not based on guess-work. It is based on 33 years of constant effort to get the hardware buyers of Canada reading one weekly paper. That we have been successful in getting 95 per cent. of the hardware buying power in Canada to pay for, and read HARDWARE & METAL is shown by a check-up on our circulation. In order to safe-guard our advertisers and prove our claims, we also have our circulation records audited by the Audit Bureau of Circulations—(no other hardware publication in Canada has submitted its circulation to this test).

At minimum cost, we offer you the opportunity to place before the hardware buyers of Canada, anything you may have to sell, a commodity, a service or a state of mind. Our unique circulation offers you a select, well rated audience that you cannot reach so completely in any other way. We recommend a weekly message, with extra space in the 33rd Annual Fall Buying and Directory Number to be issued on August 20.

The 33rd Annual Fall Buying Number, published August 20, will reach the hardware trade at a time unique in the history of the Canadian hardware trade—a time when stocks are low—a time when fall and spring (1922) buying is under consideration—a time when greater care is being taken in buying—a time when the trade is looking for new, profit-making lines—a time when clerks in the stores are looking for all the sales information they can secure from HARDWARE AND METAL—a time when unknown, unadvertised lines are losing out in the race for business. We know the 33rd Annual Fall Buying and Directory Number will be read and re-read. Hardware buyers in Canada will also hang up their copy of the Annual Fall Buying and Directory Number close beside their desks for ready reference. A cord is inserted in the upper left-hand corner for this purpose. This idea was adopted at the request of hardware buyers.

The Fall Buying and Directory Number has been an annual feature in Canadian hardware trade circles for 33 years—showing greater growth and improvement with each succeeding year. Last forms close August 12. To ensure good position reservations should be made immediately.

Member A. B. C. **HARDWARE & METAL** *Member A. B. P.*

Canada's National Hardware Weekly since 1888

143-153 University Avenue - - - Toronto, Canada

Published every week since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Montreal Branch, Southam Bldg. **Winnipeg Branch, Confederation Life Bldg.**

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

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Sherwin-Williams Co., Montreal.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Goodell-Pratt Co., Greenfield, Mass.

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Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Foundries & Forgings, Brockville
The Happy Thought Foundry Co., Ltd., Brantford

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Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

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The Fraser Co., Agents B.S.A., Montreal, Que.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
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J. H. Williams & Co., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Burgess-Norton Mfg. Co., Geneva, Ill.

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ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
The Toronto Asphalt Roofing Co., Limited, Mount Dennis, Ont.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
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The Brantford Cordage Co., Limited, Brantford, Ont.
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Independent Cordage Co., Toronto, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
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The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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RULES, FOLDING BOXWOOD
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RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
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Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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J. J. Taylor Limited, Toronto.
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The Millers Falls Co., Millers Falls, Mass

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Wire & Iron Goods Co., Hamilton.

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The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
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Millers Falls Company, Millers Falls, Mass.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Pedlar People, Ltd., Oshawa, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

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Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, On
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Can. Foundries & Forgings, Ltd. Brockville, Ont.

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The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

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Warren Forge & Tool Co., Warren, Ohio

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The Peck, Stow & Wilcox Co., Southington, Conn.

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The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

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Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Wyatt's Products, Toronto, Ont.

SOLDER, BAR
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The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

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McArthur-Irwin, Ltd., Montreal.
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Laidlaw Bale-Tie Co., Ltd., Hamilton.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

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The Detroit Torch & Mfg. Co., Detroit, Mich.

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Matthias Klein & Sons, Chicago, Ill.
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Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
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The James Morrison Brass Mfg. Co., Ltd., Toronto.
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The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
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Oneida Community, Ltd., Niagara Falls, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

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TOOLS, TROWEL
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Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

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The American Flyer Mfg. Co., Ltd., Chicago, Ill.

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TRIMMERS
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The James Morrison Brass Mfg. Co., Ltd., Toronto.

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The Canadian Tungsten Lamp Co., Ltd., Hamilton.

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Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

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The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Onward Mfg. Co., Limited, Jitchener, Ont.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

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Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

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London Rolling Mill Co., Ltd., The London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
The Slade Mfg. Co., Limited, Owen Sound, Ont.

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WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
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Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

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Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE
The Happy Thought Foundry Co., Ltd., Brantford.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

Canada Wire & Iron Goods Co., Hamilton, Ont.
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B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE BALL TIES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
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WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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The Graham Nail Works, Toronto, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
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The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
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The Star Mfg. Co., Carpentersville, Ill.
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Brown & Sharpe Mfg. Co., Providence, R. I.
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WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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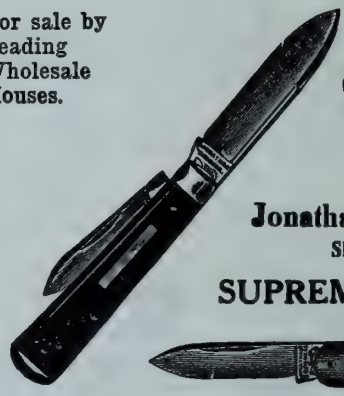

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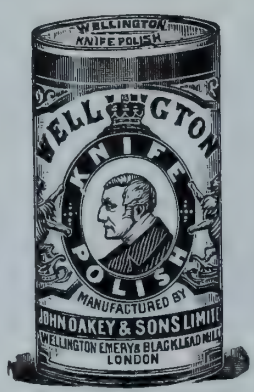

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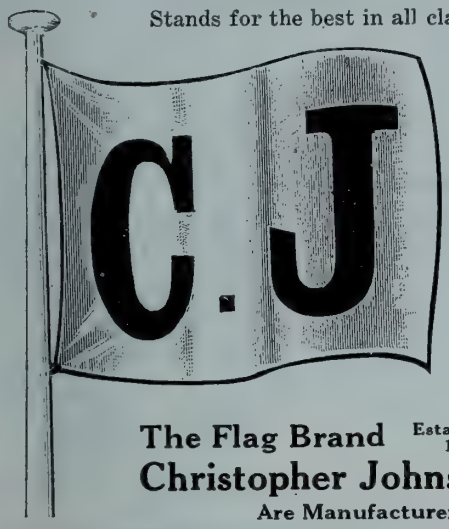

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Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

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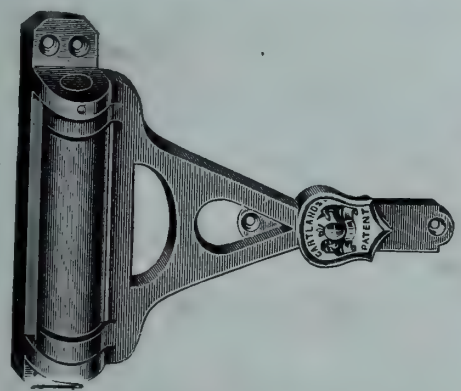

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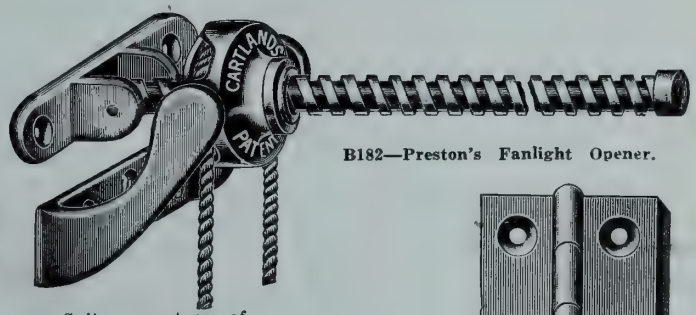

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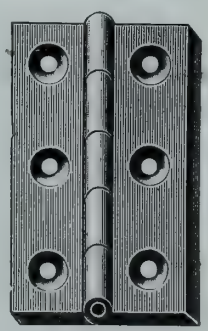

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OUTFIT OF 56 PIECES
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BEST MAKE and FINISH
At Approximately
PRE-WAR PRICES

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1. FORGED STEEL BLADES, POLISHED White Handles, Nickel Silver-White Spoons and Forks 56 pieces 34/-Nett.
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Avoid imitations of our
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SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

Should Retailers Display Your Goods?

Do You Set a Good Example?

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Using Parcel Post in Export Trade

Shipments of Light Goods Can be Made to Advantage by Parcel Post—Details of Packing—Export Clubs Being Formed Throughout Canada as Branches of Canadian National Exports Club—Possibilities for Trade Abroad Are Reported Upon.

CANADIAN business men are showing increased desire to acquaint themselves with the possibilities and requirements of various export connections abroad. This is shown by the enthusiasm which is being displayed in connection with the various export clubs which have been formed in various parts of Canada, and other clubs are now in process of formation. A review of recent developments among these clubs will be made herewith.

Toronto Export Club

At a recent meeting of the Toronto Export Club a good number of members heard three informative addresses on matters relating to the objects of the club. The first speaker, F. L. Freudemann, Sterling Rubber Company, Limited, Guelph, read a paper on the use of the parcel post in export trade. In his business, the manufacturer of seamless rubber goods, he had found the advantages of the parcel post so great that about half their deliveries within Canada and every foreign shipment within the past four or five years had been made by this means. He believed that other manufacturers who had frequent shipments of light goods could also utilize the parcel post's services.

Mr. Freudemann explained in some detail his company's method of packing shipments for parcel post and mentioned the hearty co-operation they had received from the Post Office. H siggested that parcel post deliveries should be made by all Canadian Government Merchants Marine vessels as that would reduce delays and enable Canadian exporters to compete more efficiently with those of other countries. He also advocated the establishment of a C. O. D. collection system, such as is now in force between Great Britain and the United States.

W. E. Lemon, Postmaster of Toronto, gave the club an inside view of the Canadian postal system. He explained the routing of domestic and foreign mails and made some suggestions about ways in which manufacturers could co-operate with the Post Office to their mutual advantage. He also dealt with the new schedule of postal rates.

Major Hugh Chislom who has recently returned from Cuba, Central America, Mexico and the West Indies made a few remarks on the possibilities for trade there. Panama, he thought, deserved the consideration of Canadian exporters, for it is rapidly becoming a distributing centre for Central America and parts of South America and Mexico. He was of the opinion that there was a good field for trade in Mexico, but Cuba was not a good market just now as the slump in sugar and the United States preference made trade too difficult.

Export Club For Montreal

Plans for the organization of an Export Club in Montreal were laid at a meeting of the Executive committee of the Montreal Branch, C. M. A. After discussion of the objects of such a club it was decided to go ahead with the project, and an organizing committee was appointed, composed of B. W. Coghlin, A. D. Huff, J. A. Lapraes, F. R. Whittalls, S. E. Gettus, W. A. Twohey and J. A. Ashcroft.

The functions of the club, it was stated at the meeting, would be to promote friendly relations between members; to circulate reliable information regarding the export trade; to co-operate with the Department of Trade and Commerce, the Canadian Manufacturers' Association, and other organizations having simlar objects for the advancement of export trade for the Dominion, and to assist in the formation of other export clubs in Canada.

This new club will be known as the Montreal District Export Club, the membership to include the whole of the Montreal district including Ottawa and certain parts of eastern Ontario. An organization meeting will be called later, when definite action will be taken, including the election of officers.

Under the direction of the Canadian National Export Club, which was formed in April of this year, export clubs are being organized in every town and city in Canada.

The movement was started by the Canadian Manufacturers' Association. The first local club to be formed was that in Toronto and is known as the Export Club of Toronto. The officers of the Toronto Club are:—president—B. B. Holliday, Canada Cycle & Motor Co., first vice-president—L. L. McMurray, Gutta Percha and Rubber Co., second vice-president—Basil Wedd, Masey-Harris Co., Secretary, P. M. McKerrich. Active membership in these clubs is confined to the export managers or other responsible representatives of exporting firms.

One of the most interesting features on the constructive side of the committee's work, and one which it believes will be very fruitful in results, has been the formation of the Canadian National Export Club under the aegis of the As. sociation.

Objects of The Club

The objects of the Club as stated in the constitution are:

Sec. 2. The objects of this Club shall be by the interchange of ideas and by the study and discussion of questions of mutual interest:

(a) To promote friendly relations between members;

(b) To ascertain sound principles on which the further development of Canadian export trade may be based, and distribute outlines of these principles to members;

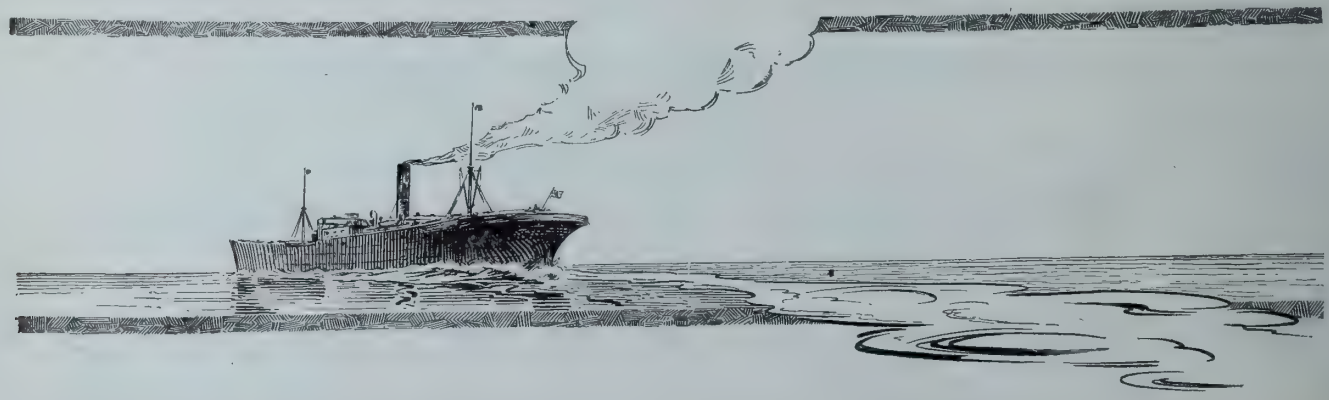
(c) To spread reliable information dealing with subjects relating to export trade;

(d) To co-operate with the Department of Trade and Commerce, the Canadian Manufacturers' Association and other organizations having simiiar objects on questions of national importance to the export trade;

(e) To assist in the formation of local export clubs in Canada;

(f) To act as a general clearing house for useful ideas developed in local clubs;

(g) To call general meetings of Cana-



Manufacturers to Organize An Export Club

Members of Montreal Branch, Canadian Manufacturers Association Seeking Foreign Markets —Will Hold Organization Meeting in Montreal First Week of November

MONTREAL—In the hope of encouraging export trade, officials of the local branch of The Canadian Manufacturers' Association are planning to form an Export Club, consisting of members interested in seeking foreign markets. Circulars have already been issued to the district members of the Association. comprising 1,050 firms, asking whether or not they are interested in the formation of such an organization. It was stated by the secretary that the replies received have been very encouraging, at least 50 per cent. expressing a desire that their firms should be identified with the Export Club, indicating that the manufacturers of this Province are actively seeking new export markets in competition to the exporter of continental Europe.

Further, as soon as the Export Club is established on a firm basis, steps will be taken to elect as honorary members, representatives from the banking institutions, the transportation companies, the marine insurance companies, and others interested in Canadian export trade. They will be invited to take an active part in the work of the Club, with a view to co-ordinating the different interests connected with, and interested in, the exploitation of Canada's foreign trade.

The organisation meeting will be held during the first week of November, and a luncheon will be held in connection, at which it has been arranged that officials prominent in the Canadian export trade will be guests of the Club and deliver addresses on export conditions. Officers will also be elected, and arrangements made at this meeting fo rcarrying on the permanent work of the Export Club.

Those apparently interested in the forming of such an organisation represent the manufacturers of a wide variety of goods for which Quebec Province is seeking foreign trade. According to the circulars received at the offices of the C. M. A. here, these include such lines as electrical goods, leather goods, paper and pulp, steel and metal products, railroad springs, sewer pipes, bridges, paints, leather belting, axes, brooms, glassware, cars, furniture, rubber goods, oils and hardware.

Selling in Mediterranean Countries

Letters to Levantine Houses Should be Written In Language of Foreign Buyer and Prices Quoted in Metric System of Weights and Measures.

VANCOUVER.—A representative of Hardware and Metal interviewed W. McL. Clarke, Canadian Trade Commissioner, while he was in Vancouver. Discussing trade possibilities, the Trade Commissioner said:

"As the market on the Mediterranean countries is not unlimited, and competition is very keen, it becomes necessary for our manufacturers who wish to export to go about their business in a more systematic way than they have done to date.

"It must be remembered," he said, "that Germany, Great Britain and Italy had the Mediterranean trade almost exclusively to themselves before the war, and the Canadian and United States merchants were looked upon as newcomers without any experience by the importers generally. Up to date, I must frankly state, our Canadian exporters have not done a great deal to remove this impression. Letters to Levantine houses are seldom written in the language of the foreign buyer, not even in French, which is the language of commerce in the Levant generally. Furthermore, prices are not quoted in the metric system of weights and measures, notwithstanding the fact that the metric system is in universal use throughout Europe.

"If Canada is to seriously consider the question of building up export business," stated Mr. Clarke, " it will be imperative to use either the particular language spoken by the merchant addressed, or at least use French, which is the universal commercial language for practically all parts of Europe."

Mr. Clarke related one experience of the kind of attitude that will not build up foreign business. One salesman from this continent mentioned to him that he would in all probability remain in the Levant for five years for his firm, but wouldn't learn their—language, further volunteering the statement, "If they want to buy from me they'll have to talk Yoo-nited States."

During the war and following the war, Canada and the United States got a lot of business that ordinarily would have gone elsewhere. There were some exporters who gathered an entirely erroneous opinion of the hold they had on the markets, and with conditions approaching the normal those foreign buyers who were treated in a high-handed manner will revert to their old connections as early as possible. It will take courtesy, and salesmanship to hold any advance made during the unsettled period just passed. Mr. Clarke further stated that quotations to Mediterranean countries should be in metric weights and measures, should be made c. i. f in foreign port to which the goods would be consigned, and the date of delivery should be given and most religiously observed.

Send Investigators

Unless these points receive the attention they merit, Mr. Clarke states that there is a slim possibility of Canada retaining the large business which has been built up between this country and Italy, Greece, Spain and Egypt. The commissioner also emphasizes the necessity of sending investigators to personally look over the ground before a serious attempt is made to enter the market.

USING PARCEL POST

(Continued from page 96)

Canadian export men whenever it is feasible, desirable and necessary.

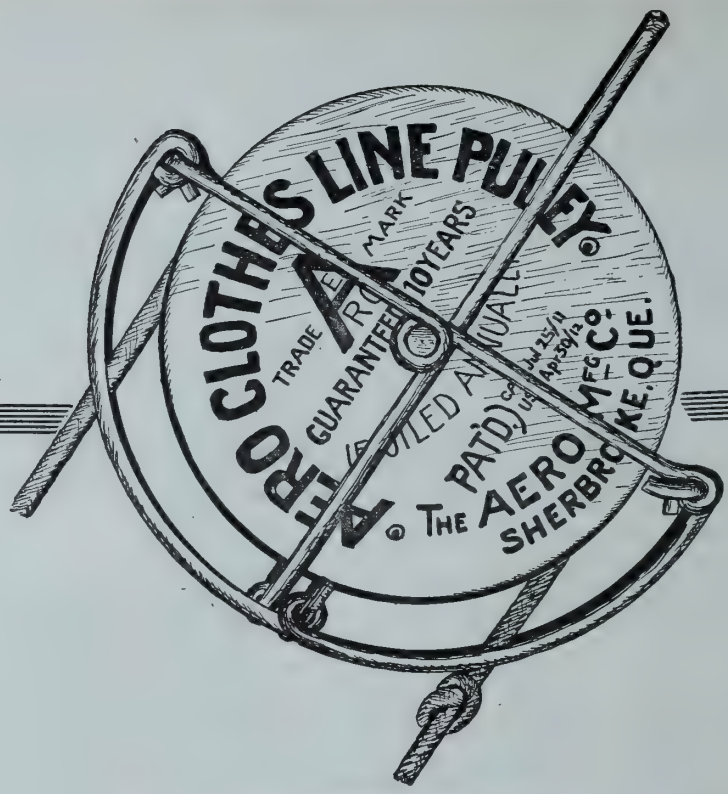
There is without question a great fund of general and specific information about the export trade stored up in the minds of the men conducting the expo business of Canadian companies. A great deal of this information could be very readily exchanged among the various members without in any way injuring the interests of the individual companies concerned. That this is true is shown by the fact that very large exporters, who are so well informed that they will be giving very much and more than they will receive, are very deeply interested in associating themselves with the Export Club. In addition to this interchange of points of information about documents, banking facilities, trading customs in various countries, etc., there are many other subjects of a general character that can be very freely discussed with much benefit to the members, and to the development of Canadian export trade.

National in Character

Many other questions of vital interest will doubtless readily come up and unquestionably everyone, no matter how able or experienced, would gain much from a capable summary on any of these questions by one or two speakers followed by an open discussion and informal question and answer.

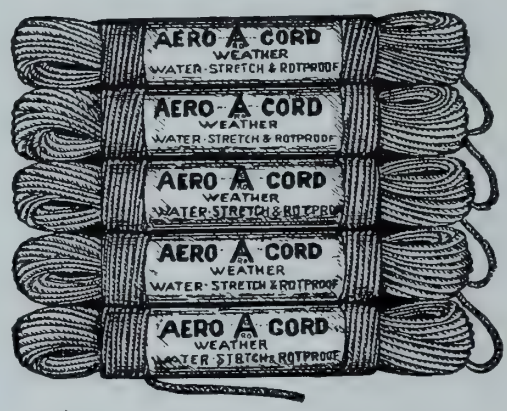
The representatives of any firms now members of the association are ipso facto members of the Club without additional fee on signifying their interest export trade. Provision is made f other active members of the Club b having men engaged in the export departments of members of the C. M. A. take out additional membership in the C. M. A.

The organization is thus constituted to include all members of the C. M. A., and is therefore national in character and scope. Provision has also been made for the formation of local export clubs at all points in Canada where there are enough manufacturers interested in export trade to warrant the successful operation of a club.



Aero Cord

The only truly weather-proof, rot and stretch-proofed cordage made. It is superior in tensile strength and durability. Aero Cord is made by covering a special, twisted, fibre core with braided, multiple plies of cotton under high tension. It is also weather-proofed. Aero Cord is unexcelled for Sash Cord, Clothes Line, Trolley Cord, Bell Cord, Signal Cord, Tent Rope and Tiller Rope.



Aero Pulleys

These are the most effective clothes line pulleys known. The Aero Clothes Line Pulley has a deep V-shaped friction groove which will accommodate itself to various diameters of clothes line. The space between groove and guard is sufficient to allow passage of knots. The weather proofing treatment repels moisture; hence, no freezing. Pulley being of wood, weather-proofed, lubricates itself at bearings, rendering it noiseless and smooth working. The use of wood does away with all troubles from rust. The large axle and bearings render the Aero Clothes Line Pulley capable of carrying heavier loads than others used for a like purpose. The diameter (6") insures easy working for long drives. The wire guard guides the rope to its proper place on pulleys no matter at what angle the pulley may be swayed by the wind. The price is lower than for others of similar diameter. The Aero Junior (2 3-4") is for general domestic use.

And The Hardware Merchant

We offer on this page two simple articles that are sold in hardware stores, every day, all over the Dominion. But we are offering you something better in these lines, something that lifts the common clothes line and pulley out of the rut and puts them on the map.

The Aero Product sells better because it has individuality that distinguishes it from just Clothes Lines and Pulleys. It gives greater satisfaction because its large sales are based on genuine, substantial selling points.

Manufactured by

The Aero Mfg. Co., Ltd.

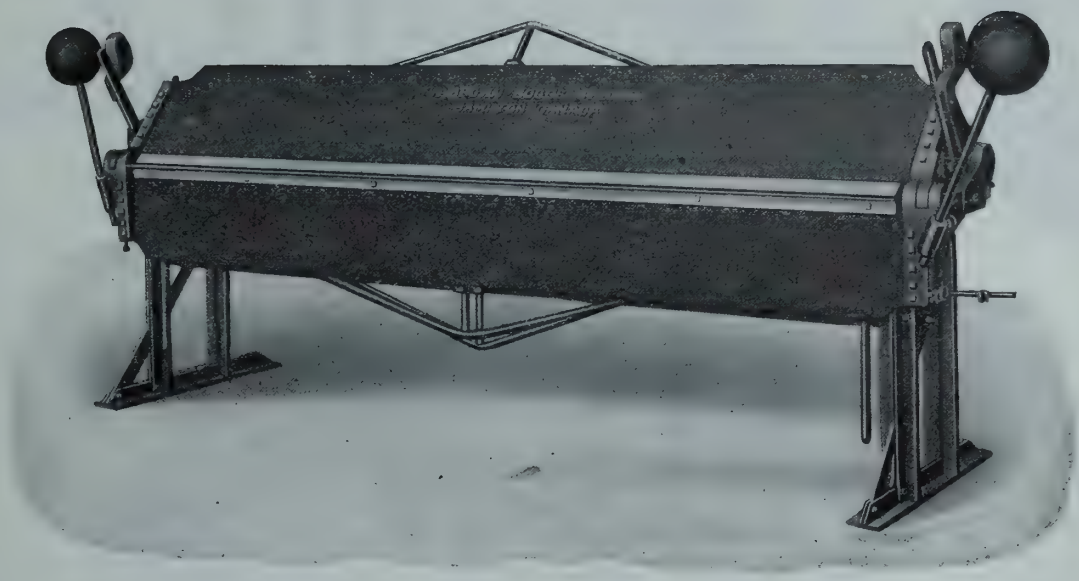
Sherbrooke . - . Quebec

Factory: **Lennoxville, Que.**

Western Agents:

THE H. H. PERRY CO., LIMITED, Winnipeg, Man.

Why Not Make Your Own Eavetroughs, Furnace Pipes, etc.?



No. 125—8 ft. Steel Brake for 18 Gauge.

Have you ever figured the great spread between the sheets and finished material? That spread should be in your pocket.

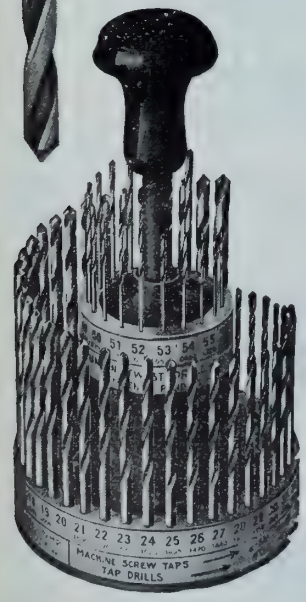
Install a B. B. Steel Brake and make up your troughing, furnace pipes, etc. on days you cannot work outside and which would otherwise be lost time.

Get our proposition on one of these machines. It will soon pay for itself.

THE BROWN BOGGS CO., LIMITED

HAMILTON, CANADA

BUTTERFIELD



Save Time, Money and Argument

The merchant's selling cost runs on all the time. Clerk hire, rent, taxes, light, depreciation, interest on money invested, put an appreciable value on every minute of your selling time.

The cost of these minutes spent in persuading a customer to accept an obscure line of tools, instead of Butterfields, eats up a great deal of the apparently high profit on a single sale of the little-known brand.

Mechanical men accept Butterfield Tools quickly when offered, recognizing them as standard tools of unquestioned leadership.

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., Birmingham, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab Sigfr, Anderson & Co., Malmo; Spain, Caslamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785 Buenos Aires, R.A.; South Africa, H Parker Wood, Cape Town, Durban and Johannesburg.

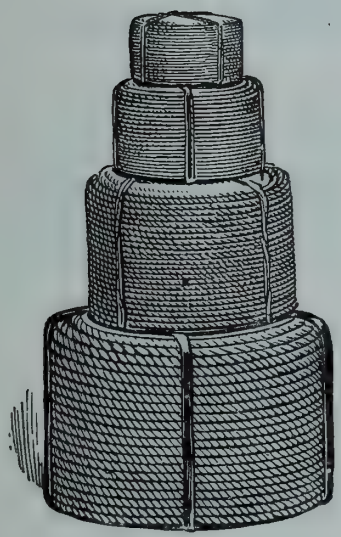
Butterfield & Co. Division
Union Twist Drill Co.
Rock Island, Quebec

LION BRAND CORDAGE

Established 1825

LION TRADE MARK BRAND

North America's Leader



There is uniform strength and durability in every strand of Lion Brand. This reliable product is made from pure manila fibre—long fibre of the best grade. Ninety years of experience, highly skilled labor and the most modern machinery account, in part, for its superiority.

Hundreds of dealers who have sold LION BRAND are now among our regular customers because of the satisfaction it gives—LION BRAND stands the test always.

Specify LION BRAND to your jobber or direct.

Consumers Cordage Company, Ltd.

MONTREAL and HALIFAX

Branches at

ST. JOHN, N.B. TORONTO, ONT.

Agents and Stocks:

Tees & Persse Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William.

Macgowan & Co., Vancouver. Jas. Bisset & Co., Quebec

Sell Protection For Man and Beast

Tapatco Horse Collar Pads are soft and cushion-like. They prevent chafed, bruised and galled shoulders, thus keeping horses fit and earning money every day. The Tapatco Stapling Device for attaching hooks (Patented in U.S. Dec. 1, 1914; patented in Canada, April 6, 1915) gives a firm hold that outlasts even the splendid wearing qualities of the fabric itself.

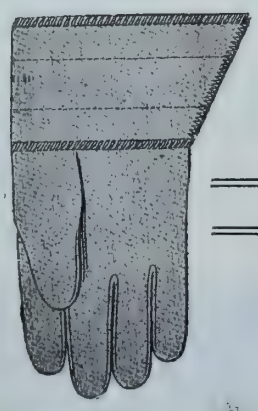
Tapatco Brand Work Gloves

Protection for man. Protection for the hands, and the most efficient of its kind. Tapatco Work Gloves give more wear and service per dollar than any other gloves of the kind.

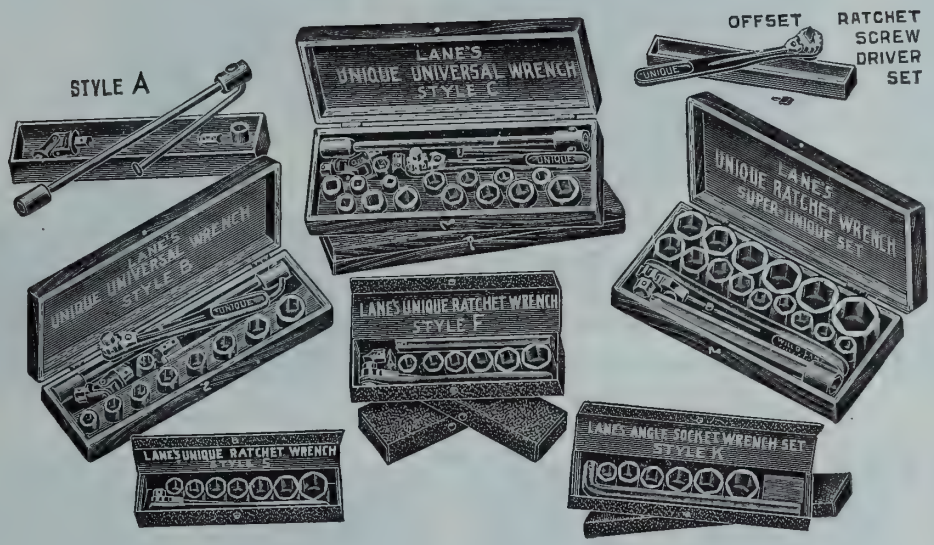
Made by

The American Pad & Textile Company

Chatham, Ontario



General Assortment
LANE'S
Unique Tools



The main points we want foreign buyers in the Canadian trade to know are that Lane's Unique Tools sell splendidly, because they fill a special need by performing tasks where other wrenches fail, and that they pay the hardware merchant a substantial profit. We describe the details of these effective, powerful wrenches in our literature. Write for it, to-day.

Will B. Lane Unique Tool Co.
180 North Dearborn St., Chicago, Ill.

List of Canadian Distributors:

ALBERTA

J. H. Ashdown Hardware Co., Calgary.
Chapin Co., Calgary.
Merchants & Hdwe. Specialties, Ltd., Calgary.
Motor Car Supply Co., Ltd., Calgary.
Wood, Vallance & Adams, Ltd., Calgary.
Marshall-Wells Alta. Co., Ltd., Edmonton.

BRITISH COLUMBIA

Canadian Fairbanks-Morse Co., Vancouver.
McLennan,, McFeely & Co., Ltd., Vancouver.
Wood, Vallance & Leggatt, Ltd., Vancouver.

MANITOBA

D. Ackland & Son, Ltd., Winnipeg.
Adams Supply Co., Winnipeg.
J. H. Ashdown Hdw. Co., Ltd., Winnipeg.
Great West Saddlery Co., Winnipeg.
Marshall-Wells Co., Ltd., Winnipeg.
Miller-Morse Co., Ltd., Winnipeg.
Plewes Ltd., Winnipeg.
Wood, Vallance, Ltd., Winnipeg.

NEW BRUNSWICK

Sumner Company, Moncton.
Emerson & Fisher, Ltd., St. John.
T. McAvity & Sons, Ltd., St. John.
W. H. Thorne & Co., Ltd., St. John.
A. R. Williams Machy. Co., Ltd., St. John.

NOVA SCOTIA

Douglas & Co, Ltd., Amherst.
Dunlap Bros. & Co., Ltd., Amherst.
Austen Bros., Ltd., Halifax.
A. M. Bell & Co, Ltd., Halifax.
Crowell Bros., Ltd., Halifax.
Northern Electric Co., Halifax.
Jas. Simmonds, Ltd., Halifax

ONTARIO

Wood, Alexander & James, Hamilton.
A. Chown & Co., Kingston.
Hobbs Hardware Co., Ltd., London.
D. H. Howden & Co., Ltd., London.
London Engine Supplies Co., London.
Thos. Birkett & Son Co., Ltd., Ottawa.
Keyes Supply Co., Ltd., Ottawa.
Dunlap & Co., Ltd., Pembroke.
Aikenhead Hardware, Ltd., Toronto.
H. S. Howland, Sons & Co., Ltd., Toronto.
Kennedy Hardware Co., Ltd., Toronto
John Millen & Son, Toronto.
Northern Electric Co., Ltd., Toronto.
Rice Lewis & Son, Ltd., Toronto.
A. R. Williams Machy. Co., Toronto
Cutten & Foster, Ltd., Toronto.

QUEBEC

Canadian Fairbanks-Morse Co., Montreal.
Caverhill, Learmont & Co., Montreal.
Omer De Serres, Montreal.
Northern Electric Co., Ltd., Montreal.
Starke, Seybold Ltd., Montreal.
Lewis Bros., Ltd., Montreal.
Codere & Fils, Ltd., Sherbrooke.

SASKATCHEWAN.

Morrison-Blackwood Hdwe., Ltd., Moose Jaw.
Bowman Bros., Ltd., Regina.
Independent Electric Co., Regina.
Motor Supplies, Ltd., Regina.
Northern Electric Co., Ltd., Regina.
Bowman Bros., Ltd., Saskatoon.
Canadian Fairbanks-Morse Co., Saskatoon.

"Oh, I'll Take This One-See How Thick It Is!"

The housewife invariably chooses a Keystone Household Brush in preference to all others, because of the quality of its fibres and bristles, and because of its extra heavy filling. She knows that a good brush lightens household labors.

Keystone Household Brushes

are remarkable repeaters. Many dealers have built up a profitable and permanent Brush business, by handling the Keystone line exclusively. These brushes are attractive in appearance—the backs being very carefully finished.
Send for a sample shipment.

Have you seen the new "Never Strip Metal Thread Handle," which cannot wear off? No additional charge for Metal Thread Handles with Keystone Floor Brushes.

Note the Handle, Metal Thread, and Ferrule, shown separately.

Stevens-Hepner Company, Limited

PORT ELGIN - ONTARIO

"ACME" Shears and Scissors

A specially desirable line to sell in conjunction with high-priced cutlery. That they sell in volume is amply attested by the fact that we make 35,000 pairs of them a day. Your market is assured. These efficient scissors and shears are exceptionally good value for the low price. The first requisite of good shears and scissors is to cut; the specially hardened sharp cutting edges of Acme Shears cut perfectly.

Acme Shears and Scissors sell especially well when effectively displayed. Write our nearest agent for information in regard to the handsome and attractive display stands of Acme Shears and Scissors. These displays work all the time—even when you're busy with other sales.

The Acme Shear Co.

Bridgeport, Conn., U. S. A.

Incorporated 1882
Capital stock $500,000

Canadian Agent
Mr. A. J. McCRAE
23 Scott St., Toronto

FITTINGS LIMITED

OSHAWA, CAN.

MANUFACTURERS OF

"DIAMOND" PIPE FITTINGS

The Dodson Hame Fastener

PREMAX

Harness Hardware has enjoyed the confidence of the Trade for twenty-five years

Premax All-Steel Hame Fasteners---Dodson, Premax and Zenith designs---are unusually substantial in construction and carefully exact in workmanship and finish.

Premax Pressed Steel Snaps---strap, rope or swivel---are light and strong---excellent articles for quick and easy sales.

Have you handled Premax Hame Fasteners and Harness Snaps?

If not, ask your jobber to ship you a trial quantity or write us direct.

NIAGARA METAL STAMPING CORPORATION

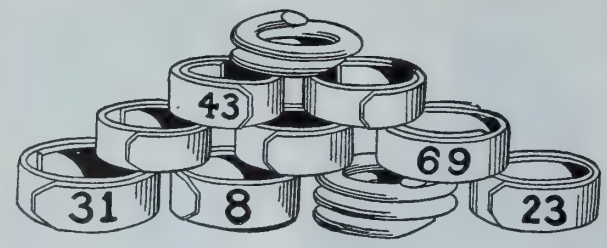
25 Successful Years Old

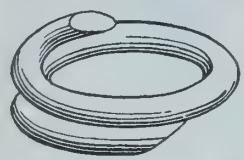
DIVISION M NIAGARA FALLS, N.Y.

CANADIAN SALES AGENTS:

Western Canada—D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Manitoba.
Eastern Canada—R. R. Labelle, 404 de St. Valier St., Montreal, Quebec.

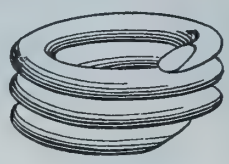
POULTRY LEG BANDS





Ribbon Bands Numbered or Plain in Six colours

THE BEST CELLULOID BAND MADE



Key-Ring Bands the cheapest best selling band made

In Ten colours and Nine sizes

Three Spiral Bands a real good substantial band

In Ten colours and Nine sizes

The neatest and best Poultry Punch ever offered

THE RIDEAU SPECIALTY CO.,

Manufacturers of Poultry Specialties
Cattle, Sheep and Pig Ear Markers

SMITH'S FALLS - - ONTARIO

(3759)

ECONOMY

IN SHEET METAL PRODUCTS BY THE USE OF

ALUMINIUM

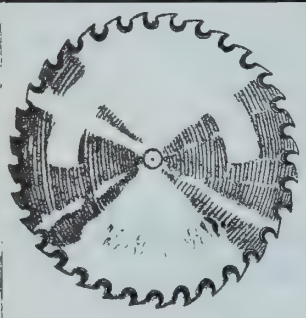
IN PLACE OF BRASS OR COPPER IS OVER 50% IN FIRST COST ALONE. THEN THE COST OF LABOR IS ALSO MUCH LESS.

Let us quote you now

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide Street West
TORONTO

Eastern Agents: SPIELMAN AGENCIES, MONTREAL



Inserted Tooth Saw

All Kinds of

CIRCULAR SAWS

SOLID TOOTH INSERTED TOOTH

Edger, Shingle, Grooving, Concave and Band Saws, Wood Saw Blades

We shall be glad to answer inquiries from abroad. Our dependable, quick-cutting saws are made as true as it is possible to get them. They are free from flaws and seams.

We warrant every saw.

Shingle Saw

La Manufacture de Scies de Levis

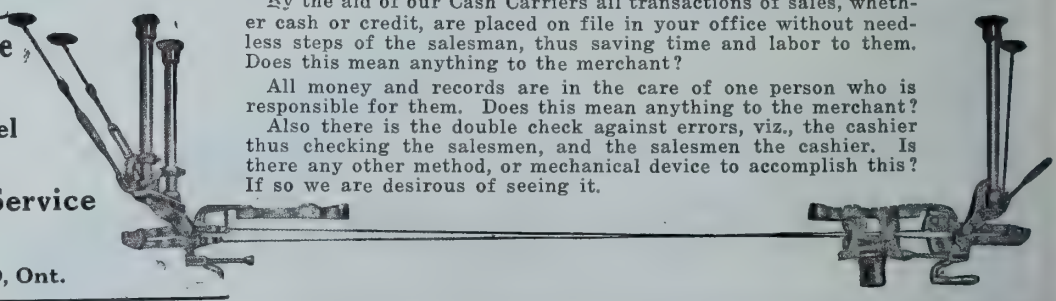
LEVIS QUEBEC CANADA

Why Not Have a Double Check on all Sales?

All kinds of Cash and Parcel Carriers

Gipe-Hazard Store Service Co., Limited

113 SUMACH ST., TORONTO, Ont.



By the aid of our Cash Carriers all transactions of sales, whether cash or credit, are placed on file in your office without needless steps of the salesman, thus saving time and labor to them. Does this mean anything to the merchant?

All money and records are in the care of one person who is responsible for them. Does this mean anything to the merchant?

Also there is the double check against errors, viz., the cashier thus checking the salesmen, and the salesmen the cashier. Is there any other method, or mechanical device to accomplish this? If so we are desirous of seeing it.

WANT ADS CONTINUED

Address all advertisements for this section to HARDWA RE AND METAL, 143-153 University Ave., Toronto, Can.

Figure 1

Figure 2

Johnson Brass Well Screen

In many districts of Canada the water bearing material is glacial drift, soft sandstone or shale. The fine particles are carried into wells and stop the flow of water. Johnson's Brass Well Screens prevent this.

Many patterns of well screens catch and HOLD sand, defeating their object.

Others are so designed that sand cuts away the edges of the screen until they are no longer serviceable.

Johnson Brass Well Screens by superior design overcome all these objections.

They are made with a continuous slot. The intake is sharply undercut. The extreme hardness of the brass prevents "sand-cutting." The inlet width is correctly adapted to keeping out sand and affording maximum well capacity.
Ask for booklet with valuable information on this subject.

Manufactured by

Edward E. Johnson, Inc.

2304 Long Avenue

St. Paul - Minn.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

Retailers' Electro Service

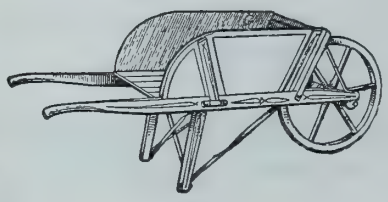
A GOOD ILLUSTRATION is worth 1,000 words. Over 400 hardware electros are shown in a booklet which Hardware and Metal supplies free to its readers. Following electros have been selected at random. Send for complete catalogue.

366

22

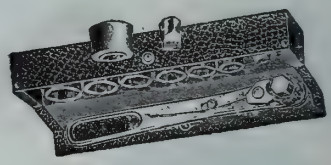
370

175



79

399



372

159

330

72

THE above are a few of HARDWARE AND METAL'S electro assortment comprising 412 electros of hardware and motor accessory articles, which are available to subscribers at a cost of 30c. each, cash with order. Booklet showing complete assortment will be mailed free upon request.

HARDWARE & METAL

Electro Department

143-153 University Avenue
TORONTO, CAN.

Write for Catalog

Order Northland Skis

Now for Next Season. Prices Are Down

New World's record jump is 229 feet Made by Henry Hall, February 9, 1921, at Revelstoke, B.C., on Northland Skis.

Northland Ski Mfg. Co.

St. Paul, Minn.

"Samuels" Dustless Ash Sifter

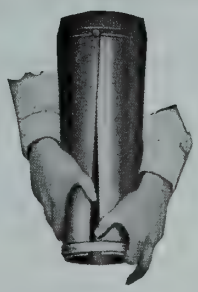
"I can sift ashes now."

Is a saving in time trouble and fuel. It soon pays for itself. No more need to carry ashes to the back yard or lane, standing in cold or dampness, getting the nose and throat filled with dust and clothes ruined as with the old style sifter. The new sifter is absolutely dustless—it may be kept inside the house as the dust cannot leave the barrel, or if kept outside will not rust, as it is made of the very best galvanized iron.

Write for particulars. We want an agent in every town.

J. SAMUELS

275 Queen St. W. Toronto, Ont.



Opening the Strap

Time, trouble, stock and storage space is saved for the hardware merchant by stocking and selling

O-Rib-O Adjustable Taper Stove Pipe

This handy patent permits adjustment to fit any stove collar with a smoke-tight joint. No large assortment of taper pipes is necessary, which allows the merchant to economize storage space. It is a quick seller, built for service.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba.

When Writing to Advertisers Kindly Mention This Paper

White Mop Wringers

Quick Turnover - Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**

White Mop Wringer Co.

OF CANADA

Factory : Paris, Ont.

Office : Fultonville, N. Y.

Maple Leaf Saws

Butcher Saw

Every butcher in your town is a prospect for one or more of these efficient and trustworthy saws. Canvass the butchers in your community and you will be surprised at the number of sales you will make. This saw, like all other Maple Leaf Saws, is a high quality product that sells on merit, and pays the dealer a good profit.

Shurly-Dietrich Co.

LIMITED

GALT - CANADA

Buy all Canadian Made Goods.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2¼ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

FOR SALE—FIVE ONE HUNDRED DOLLAR shares in the Canadian Supply Co., Limited, Saskatoon, Sask. What offers? The Hodson Hardware Co., Limited, Maple Creek, Sask.

1200 HARDWARE SHELF BOXES 6″ HIGH x 12″ long, assorted widths. These boxes are in good condition and can make immediate shipment in any quantities at 20c each. Apply Westman Brothers, Chatham, Ont.

FOR SALE—STOVE REPAIRS, FIRE Bricks, Iron Linings, Water Fronts for Garlands, Pin Esthers, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Colonists, Pearl Champions, Silver Kings, Climax, Magnets, Marvels, Alerts and all kinds of stoves. Write for list and prices. Grundy Bros., Strathroy, Ont.

If you have anything to sell to the Trade, you should advertise it in this paper.

MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

WANTED BY OLD ESTABLISHED ENGlish Varnish Manufacturers—A Live Agent for the sale of their goods throughout the Dominion, in which their Trade Mark has been known for years. In reply give full particulars as to ground covered, number of representatives employed and state Commission required. Box 100—Hardware & Metal. 88 Fleet Street, London, England.

STORAGE and SHIPPING FACILITIES IN MARITIME PROVINCES.

"Located at Truro, Nova Scotia, an ideal distributing centre, we have warehouse space on track to offer at attractive rates, and will undertake handling and reshipping.

Address J. E. Smith,
P. O. Box 969,
Truro, Nova Scotia."

SITUATIONS WANTED

YOUNG MARRIED MAN WITH OVER 10 years' hardware experience as store manager, wholesale and retail; would like a position in a wholesale or retail store in a live city. Have an advertising equipment that draws the business. Full information, Box 448 Hardware & Metal.

FIRST-CLASS HARDWARE SALESMAN with nine years' thorough experience, seeks position with progressive Ontario firm. Best of references. H. W. Nichol, 5 Oxford St., W., London, Ont.

HELP WANTED

WANTED — HARDWARE CLERK FOR northern town. Must be good window dresser and stock keeper. State experience, age and salary required. G. W. McDonald, North Bay, Ont.

WANTED

SECOND-HAND TINSMITH'S TOOLS WANTed. Send price and list to Box 319 Hardware and Metal.

Have You Received HARDWARE AND METAL Electro Catalog Yet ?

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

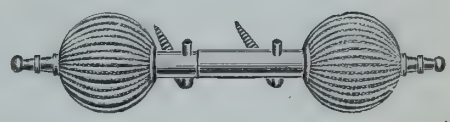
Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

For Distinctive --- Planned to Pull
TRADE MARKS
CONSULT
HAROLD C. SHIPMAN & CO.
Attorneys and Experts in
PATENT AND TRADE-MARK CAUSES
133 Bank St.---Ottawa, Canada



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Diamond Saw & Stamping Works
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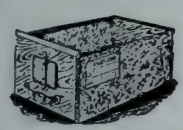

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stamped on the round of our
AUGER BITS
The original double twist auger bit.
Patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
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In the minds of those who measure,
Everywhere

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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1500 GOOD TOOLS

SELL SATISFACTION
with every tool

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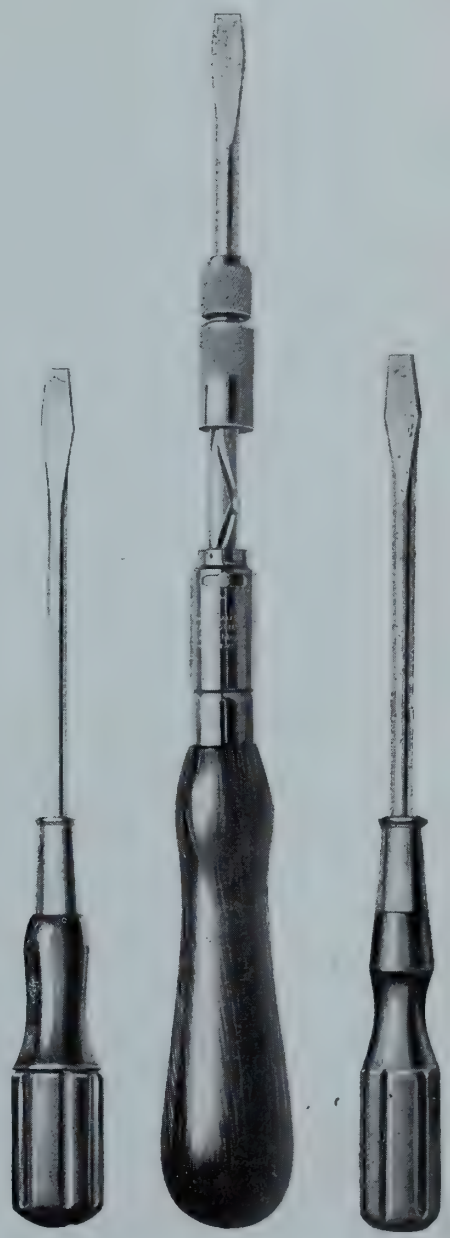
If you need Screw Drivers before January 1st order them now. You can't lose because we guarantee all of our prices against decline until that date.



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COLD WEATHER GOODS

Electro Gasoline

Gives instant ignition in the coldest weather and provides the maximum mileage.

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The lowest Cold Test Motor Oil consistent with proper Lubrication.

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PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 45 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA | November 5, 1921

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SAMSON AXES

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The heads are tapered "just right" for fast chopping.

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TORONTO

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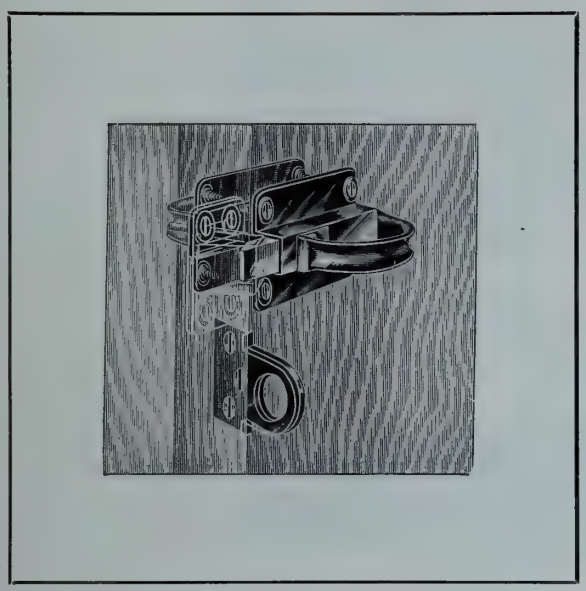

No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, commonsense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value — selling points — than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place. Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Co.
LIMITED
Hamilton Canada

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Magnets that will attract new users—Everything from Ramekins to Roasters—from custard cups to casseroles—original shapes designed for oven service and table beauty. For instance, a double-duty dish that will bake and serve two vegetables at once. Forty-nine others equally attractive. Ready for delivery.

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NEW PYREX 50

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TRANSPARENT OVENWARE

Genuine PYREX is guaranteed by the name stamped in every piece. Each new PYREX dish is in an individual carton.

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No. 1917 Hangers with 1918 Round Track

No. 1917 Hanger with No. 1918 Track and Brackets

No. 1917 Round Trolley Hangers are made of best grade steel; wheels made of deep drawing steel, fitted with steel roller bearings, malleable loops and steel hasp. Packed one pair in carton, with two end stops and bolts, also instructions how to apply. Half or one dozen to case. Weight per dozen pairs, 80 lbs.

No. 1918 Round Trolley brackets are made of 12 gauge steel, exactly same shape as Track which assures a true fit. Weight per dozen, 12 lbs.

No. 1918 Hangers with 1918 Round Track

No. 1918 Flush Hanger with No. 1918 Track and Brackets

No. 1918 Round Trolley Flush Hanger has no equal for erecting wind or storm-proof doors, can be made to fit as tight as any hinged door. Wheels made of deep drawing steel, fitted with steel roller bearings, malleable loops and bolts with a steel hinged apron. Has vertical adjustments of 1 in. and adjustable for doors, 1 in. to 2¼ ins. thick. Packed one pair in carton, with 2 door guides, 2 ends, bolts and direction sheet how to apply. Packed ½ or 1 dozen to case. Weight per dozen pairs, 176 lbs.

No. 1918 Round Trolley Track is self-draining--no grooves to hold dirt or water. Made of 14 gauge high carbon steel, supplied in 3 feet lengths only. Packed in 48 ft. crates, weight 115 lbs.; also 69 ft. crates, weight 135 lbs.

No. 1918 Brackets are made of 12 gauge steel, exactly same shape as Track which assures a true fit. Weight per dozen, 12 lbs.

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Hamilton, Ontario

Successors to

Slater & Barnard, Limited

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SOME DISTINCTIVE FEATURES:

All oven parts are removable by hand to permit thorough cleansing. A heat shield over the main heating unit gives even distribution of heat throughout the oven.

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Westinghouse
For Better Cooking

Westinghouse Ranges have been in regular service in Canadian homes for a great many years, and to these homes they have brought the message of better cooking—cooking by electricity

Catalogue 8-D-1 gives complete description.

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CALGARY, Canada Life Bldg.

OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
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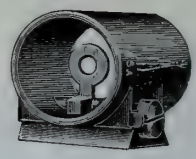
Make Your Customers Winners



B.S.A. Martini Rifle

No. 12 Model .22 Bore

Super-Accurate Target Pattern

Blade up

LENGTH — Over all 45½ in. Of Barrel, taken down, 29 in. Stock from trigger 14⅜ in. Fore-end 12 in.

WEIGHT — 9 lb. 9 oz.

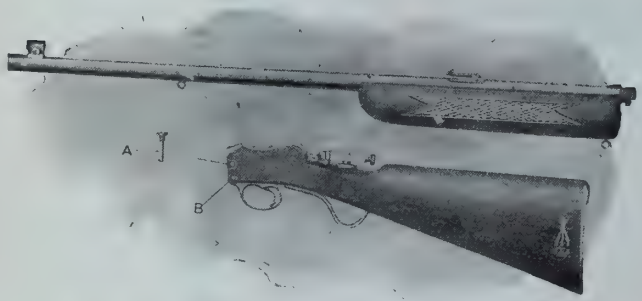
DISTANCE — Between Foresight and open Backsight 19¼ in. Between Foresight and aperture Backsight 32 in.

BALANCE — 6¼ in. in front of trigger.

6-hole Aperture Eyepiece for use with the No. 8A rear sight allowing the aperture of the rear sight to be suited to the intensity of the light upon each occasion

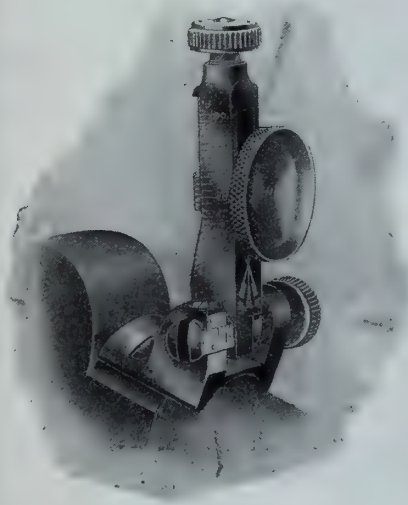
No. 19. Special foresight (shown above) is used chiefly in conjunction with the B.S.A. No. 8 Aperture backsight, but it can be used with advantage on any kind of sporting or target rifle.

Gives a choice of either a broad blade or thick ring (see illustrated). The alternative angle may be brought into position by means of the external lever shown on the sight.



The take-down feature entails great convenience in cleaning and transport. "A" forces the barrel into position. "B" holds the detachable action in place.

A Remarkable Offer and the Wonderful Rifle and Sights that Make it



B.S.A. No. 8 Aperture Sight is a privilege and an opportunity for lovers of accuracy. The vertical and lateral movements are controlled by very accurately manufactured screw movements. Each 1-200th of an inch of movement is clearly indicated by an audible and 'feelable' click. With a sight radius (distance between sights) of 36 in., a movement of 1-200th of an inch of the backsight gives a corresponding adjustment of the shot group on the target, at 25 yards, of ⅛ in. Such minute corrections may be made with the B.S.A. sight with absolute certainty.

There is no other sight in existence that works with anything like this fine mathematical accuracy. Imagine the microscopically accurate manufacture that permits of the splitting up, with absolute sureness, of an inch of movement into 200 perfectly equal parts. Adjustments are read off on the finely cut vernier scales, clearly illustrated on the left hand side of the stem.

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HAMILTON MONTREAL

Packed in 12½lb., 25lb. 50lb. and 100lb. IRONS or in 500lb. Wood Kegs

This photograph shows Mr. G. P. Baker at the age of **76**, *with his Stevens Favorite Rifle. After shooting this rifle more than* **10,000** *rounds, Mr. Baker says: "It is such an accurate rifle that I consider that Stevens rifles are the most accurate rifles I ever shot and I have shot these rifles for* **40** *years."*

STEVENS IS STILL STEVENS

We've always said that Stevens accuracy was a 58 year old tradition. Here's the unbeatable proof.

The above reproduction shows targets made by Mr. G. P. Baker, who for 40 years has shot the Stevens Favorite Rifle. And Mr. Baker at the age of 76 made these targets with the same rifle that he has fired more than 10,000 times.

A pretty convincing argument for Stevens accuracy and a pretty positive proof that the healthful outdoor life of the Stevens shooter keeps a man young for a long time.

The steady hand and undimmed eye that made possible these targets, have been trained to shoot straight by a lifelong association with Stevens accuracy.

Once again results have proved that Stevens is still Stevens.

For Your Customers—Mr. Dealer

Here's some information to hand your Stevens customers.

Put this in your window or paste it on the inside of your gun case—anywhere so long as people coming into your store can see it.

It's using facts like these that helps the Dealer cash in on his Stevens stock.

This ad mounted on cardboard will look well in your window.

J. STEVENS ARMS COMPANY

Chicopee Falls, Mass.

Executive and Export Offices: 50 Church Street, NEW YORK.
Owned and Operated by
Savage Arms Corporation, NEW YORK.

Hitting the Bullseye Since 1864

Stevens

CANADA

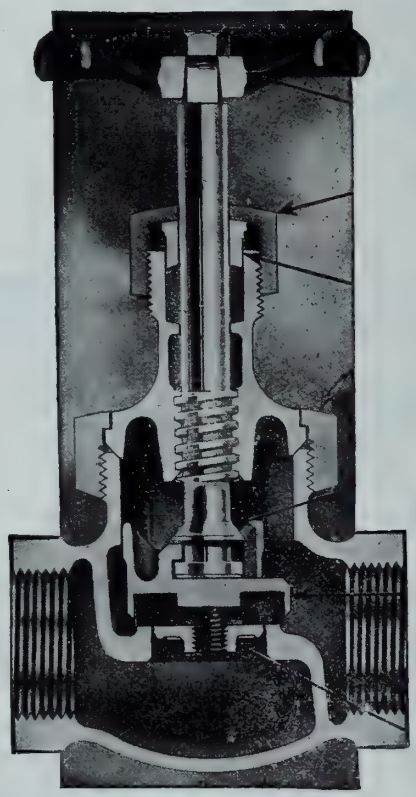
FOUNDRIES & FORGINGS

LIMITED

JAMES SMART PLANT, BROCKVILLE, CANADA

SEVEN FEATURES OF THE CRANE NUMBER 7

for use in plants where continuous service is required and where discs must be changed quickly without injury to the valve.



1—Easily removable malleable iron, non-heat wheel

2—Malleable iron nut

3—Brass gland

4—Malleable iron nut

5—May be packed under pressure when valve is wide open

6—Removable disc holder for quick change

7—Removable nut for changing disc

Made in sizes ¼-to 2-inch; for 150 pounds steam working pressure; discs for steam, air and water supplied as ordered. Body, Bonnet, Stem, Disc Holder, Gland, made of Brass.

Fully described in Circular No. 1 which will be sent upon request.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

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Limited
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8

No. 4 Sells Quick

That's the whole story in a nut-shell! Only the quick-selling sizes and shapes—priced right to sell—priced to make a substantial profit.

A small assortment that sells out—quick! Dealers are making it a success—**now.** Here's substantial profit, real quality, and right price—ask your jobber, today!

Assortment No. 4.
Comprises the following genuine Klein Tools and No. 4 Display Board with tools, complete.

2—203-6 Long Nose Side-Cutting Pliers.
2—301-6 Long Nose Pliers.
2—202-5 Oblique Cutting Pliers.
2—201-6 Side-Cutting Pliers.
2—201-7 Side-Cutting Pliers.
2—201-8 Side-Cutting Pliers.
***1—203-6 Long Nose Side-Cutting Plier.**
***1—301-6 Long Nose Plier.**
***1—202-5 Oblique Cutting Plier.**
***1—201-6 Side-Cutting Plier.**
***1—201-7 Side-Cutting Plier.**
***1—201-8 Side-Cutting Plier.**
***These tools are mounted on the No. 4 Display Board; all others are in boxes.**

Western Canada Agents:
Mr. L. T. Walls, 702 Confederation Life Bldg., Winnipeg, Can., Canada.

Eastern Canada Agents:
Rose & O'Hearn, 293 King St., West, Toronto, Ontario, Canada

Mathias KLEIN & Sons

Established 1857 — Chicago, Ill. U.S.A.

The Eveready Line with the Ever-Steady Turnover—

Hitch Your Wagon to a *Star*

EVEREADY is the star-performer on the flashlight and battery circuit. It is kept busy responding to sales-encores, to the merry accompaniment of the well-known cash register bell.

Proof? Just you lay in a stock of Eveready Flashlights and Batteries. Display them where your customers can get their hands on them. The "Eveready" name itself is all the salesmanship required.

Eveready dealers, on an average, "turn" their stock of cases 4 times, and batteries 8 times a year. On cases alone, profits run exceptionally high on a small investment.

The Eveready jobbers in your district have an assortment that has proved a self-starter and a repeater. Get one of them to show you the line. If you don't know who the nearest jobber is, we'll tell you, if you'll just drop us a postcard.

Do that today and watch your sales-curve bend skyward.

CANADIAN NATIONAL CARBON COMPANY, LIMITED
Toronto and Winnipeg

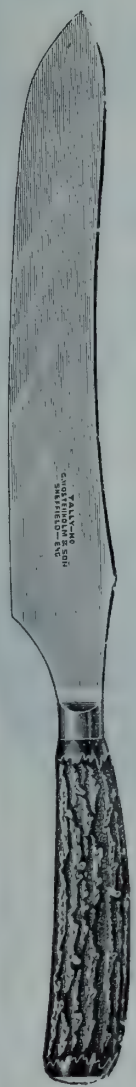
EVEREADY

FLASHLIGHTS AND BATTERIES

AC-28-T

I-XL CASE CARVERS I-XL

No. 3748 B



Geo. Wostenholm & Son, Ltd.

SHEFFIELD - ENGLAND

have made substantial shipments of case carvers throughout Canada to all the leading jobbing houses, and would urge the retailer to now take advantage of this stock to cover their holiday requirements.

Our patterns are distinctive and quality is our password; every knife must pass through a most rigid inspection before leaving our factory. The cases are of the best to be had in Sheffield and our wide range of patterns make the I-XL line a most desirable display.

I-XL GUARANTEED CUTLERY I-XL

No. 3737

No. 3766

No. 5400

A. MACFARLANE & CO., Ltd.

MONTREAL, QUE.

SOLE AGENTS FOR CANADA

There Are Many Good Points to DOMSTEEL

Galvanized Barbed Wire

Two and four point, sharp, clean-cut and repellant. The wire used is of high breaking strain. It is made from heavily zinc-coated wire, galvanized by the "hot-dip" process. The barbs are firmly secured, absolutely immovable, and evenly spaced.

This wire, manufactured by Canadians in Canada is made to withstand the severe requirements of Canada's climate, and will give entire satisfaction under the most rigorous conditions.

Dominion Iron & Steel Company, Limited

SUBSIDIARY OF

British Empire Steel Corporation

Limited

General Sales Office: 120 St. James Street, Montreal
STOCKS: Sydney, St. John and Montreal

Novelty Toys—For Children

Strongly made, heavy tin Army Tank, with clock-work motor. British Navy Monitor, travels on wheels with clock-work motor, side winding.

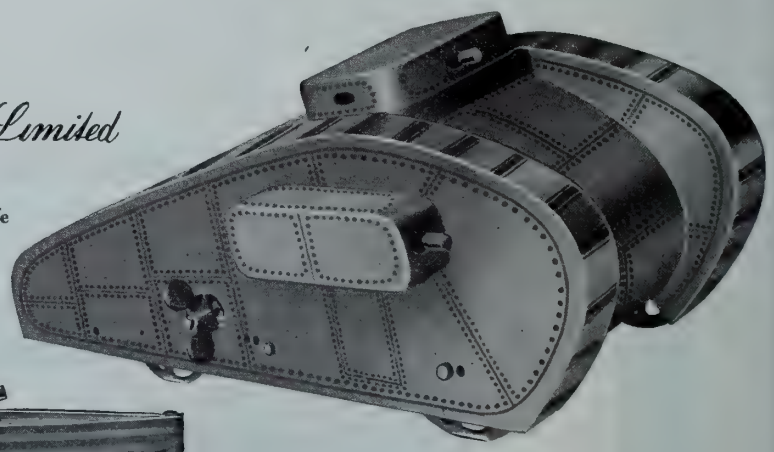
We have several other good lines in Enamelled and Lithographed Toys—Tops, Drums, Banks, Cups and Plates, Tea-sets, etc.

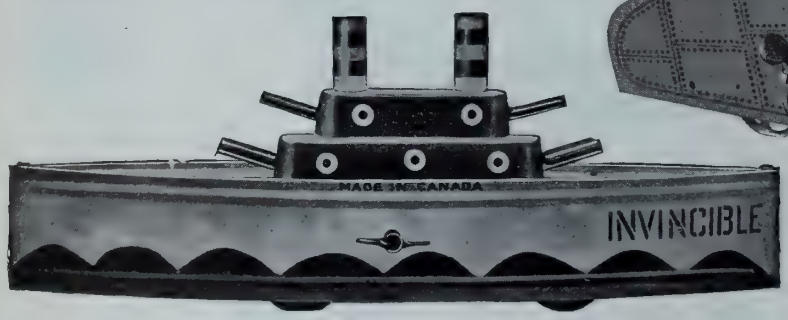
Ask us also about our other products.

The Thos Davidson Mfg Co Limited

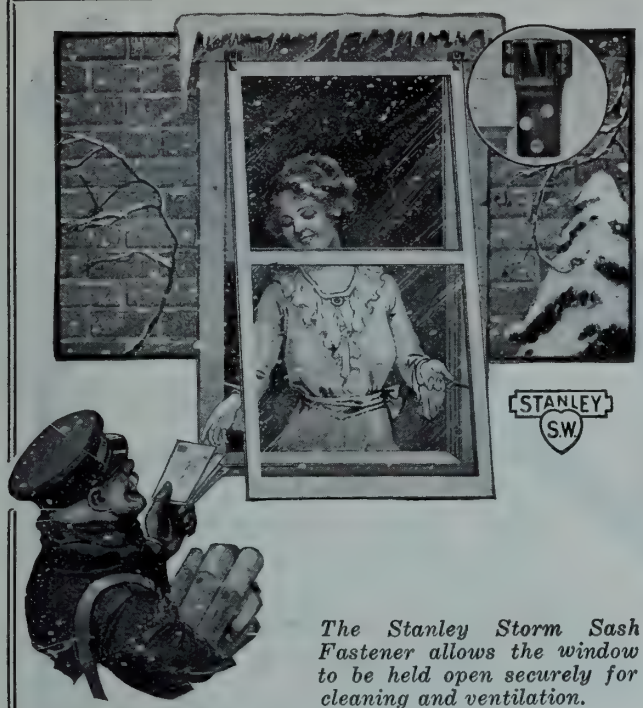
Head Office: Montreal

Branches: Toronto, Winnipeg. Steel Foundry Division - Lachine Canal, Turcot





DAVIDSON



The Stanley Storm Sash Fastener allows the window to be held open securely for cleaning and ventilation.

Don't Wait Until Snow Flies

LOOK over your line of hardware for storm sash windows and see that it includes the STANLEY STORM SASH FASTENER No. 1719 and HANGER No. 1715, illustrated above.

The FASTENER is made in two lengths —5 inch for windows four feet high and smaller: 10 inch for windows over four feet high. It may be locked either in open or closed position.

The HANGER enables the storm sash to be quickly and easily put in position without tools.

To those who carry STANLEY STORM SASH HARDWARE in stock, (or will do so), we will be pleased to furnish an attractive folder R111 *in three colors in quantity, imprinted with name and address.*

THE STANLEY WORKS

Main Offices and Plant:

NEW BRITAIN, CONN.

Branch Offices: **New York Chicago San Francisco Los Angeles Seattle Atlanta**

Canadian Representative:

A. MACFARLANE & CO., Coristine Building Montreal

—a feature that appeals to every class of hardware trade—

Manufacturers use Self-Fluxing solder because it speeds production—repairmen, garagemen and tinsmiths, because it is convenient, rapid and certain—householders, because it is the only solder for the layman. And all of these customers are impressed by the remarkable work it does, and therefore continue to buy—

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

You, too, will like this Self-Fluxing, genuine lead-and-tin solder. First, for the same reason your customer likes it; because it will enable you to do your own work better—second, because it is easy to handle. It stocks two items in one—flux and solder. It's easy to sell; easy to *keep* sold.

Satisfaction all along the line! Why? Simply because fluxing, the hard part of soldering, has been eliminated by putting the flux in the solder. Note that the flux feeds out before the solder melts, insuring a perfect bond; no chance of faulty fluxing; soldering time cut in half!

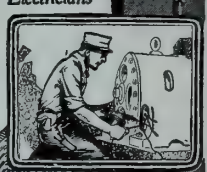
Try it on your hardest job. If you like it, you can buy it in one pound cartons and on one, five and ten pound spools.

Auto Repairmen

Tinsmiths

Householders

Electricians



Chicago Solder Company
4225 Wrightwood Ave., Chicago

Direct Factory Representatives:
Louis J. Ziesel Co.
216 Market Street, San Francisco
The Faucette-Huston Co.
Chattanooga, Tenn.

Get a Free Sample

H&M 11-5-21

CHICAGO SOLDER COMPANY
4225 Wrightwood Avenue
Chicago, Illinois

Gentlemen: Please send me a free sample of Kester Acid-Core Wire Solder.

Name.....

Company.....

Address.....

City..... *State*.....

Our Supply House is.....

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

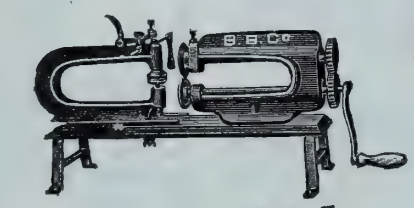
They cannot loosen in the handle in use or abuse.

You have our guarantee.

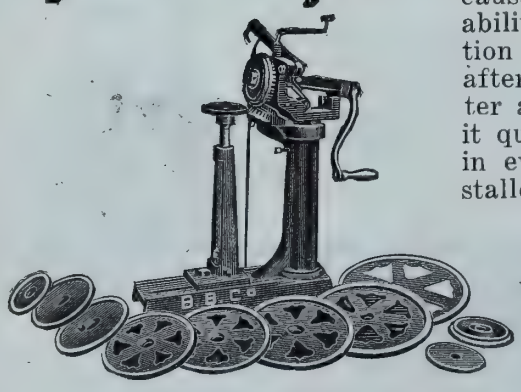
They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

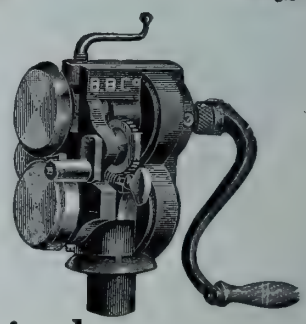
NORTH BROS. MFG. CO.
PHILADELPHIA, PA.



Do the Job Better and Quicker



Brown-Boggs Sheet Metal Working Tools assure you a better job because of their extreme accuracy and ability to perform the same operation with exact duplication time after time. They not only do a better and more accurate job, but do it quicker, so that money is saved in every shop where they are installed.



Write today for a catalogue and see how your shop can make more money.

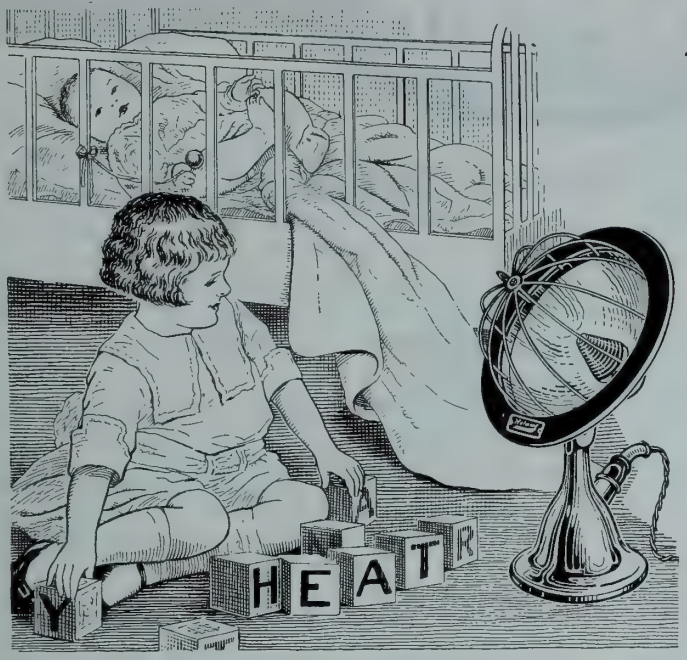
The Brown, Boggs Company, Limited

HAMILTON, ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Metal Working Machinery, Canning and Evaporating Machinery.

Safe, Healthful Electric Heat for the Nursery---for any room



AS harmless and healthy as the genial rays from the sun—the Heatray uses up absolutely no oxygen from the air. It is electric heat.

In the nursery, bathroom—anywhere—you can enjoy this splendid heat the moment you want it by simply carrying the Heatray to the spot and putting the plug into the receptacle.

The

National ELECTRIC HEATRAY

has **extra** heavy cast base beautifully nickeled. It is hard to tip, but if it does tip, the safely secured guards make it entirely free from danger.

Link up with national consumer advertising now running in daily papers throughout Canada, by displaying National Heating Heaters in your windows.

The National Electric Heating Company, Ltd., Head Office and Factory, Toronto

249 Mountain St., Montreal **52 Albert St., Winnipeg** **627 Vancouver Block, Vancouver**

Makers of Electrical Appliances only---National Electric Ranges, Grates, Circulation Water Heaters, Toaster Stoves, Irons, etc.

WILLIAMS' "AGRIPPA" TOOL HOLDERS

"The Holders that Hold"

For all machining operations

Literature on request

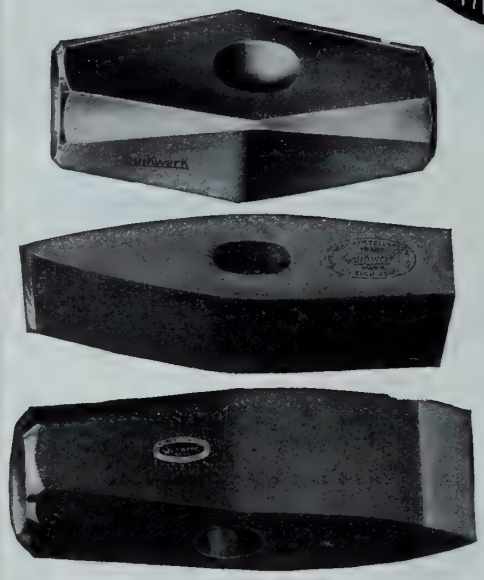
J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

Formerly Canadian Division of The Whitman & Barnes Mfg. Co.

30 Thorold Road **St. Catharines, Ontario**

QuikwerK TOOLS



Road Builders' Tools

TOOLS used on road construction, often far from any source of replacement, *must* be able to stand up under severe punishment and in the hands of unskilled labour.

The name Quikwerk on any road tool is a guarantee to the user of a product that is scientifically forged from carefully analysed and tested steel, and backed to the limit by its makers. And yet it costs no more than the ordinary kind.

All Quikwerk Road Construction Tools illustrated in our Catalog. Ask for it.

THE WARREN TOOL & FORGE CO.,

234 Griswold Street -- Warren, O.

Wirework For Every Factory Need

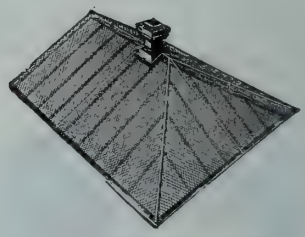
Wire stock-room enclosures, elevator enclosures, window guards, machinery guards, etc., are made at our plant in standard sizes.

We are also prepared to make upon shortest notice, wirework in special sizes for individual needs.

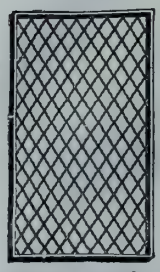
Dennis wirework is giving satisfaction everywhere. We attend promptly to orders and make early shipments.

We Also Make

Steel Lockers, Steel Cabinets, Steel Shelves,
Steel Lavatory Compartments, etc.
Ornamental Iron and Bronze.
General Builders' Ironwork.
Commercial Wirework of all kinds.
Write for Folders



Wire Skylight Guard



Wire Guard
Chanel Iron Frame

Wire Guard
Round Iron Frame

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Halifax	Toronto	Calgary
Montreal	Hamilton	Winnipeg
Ottawa	Windsor	Vancouver

Dealers Wanted Hardwaremen in several localities are making good profits by acting as our agents. Write for agency proposition.

As a dealer, you know the value of standard brands, consistently advertised.

They require no selling effort, and are among your best and steadiest profit-makers.

The following five brands are the standard of quality wherever files are used: they have been for over fifty years.

Specify by name when ordering from your jobber one of these brands:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

New Tools You Should Know

FIRM JOINT DIVIDERS No. 139

A new line of high grade Starrett dividers selling at a moderate price. These dividers are fitted with an improved firm joint and will be found very rigid. The points are hardened and the dividers are well finished throughout. Described and illustrated on page 277 of the new Starrett Catalog No. 22 "MA". Copy of this catalog sent free on request. If desired, extra copies will also be gladly furnished for distribution. Write for these and also ask for the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws
Unexcelled

Athol, Mass.

Sell Starrett Tools!

TRADE MARK **Red Devil Tools**

"Red Devil" glass cutters are the glaziers' standard tools of the world.

"Red Devil" Tools

Should Be Carried in Your Stock

BECAUSE

They sell easily—at popular prices.

They yield a liberal profit.

You cash in on the "Red Devil" reputation.

Their quality is unsurpassed.

The line is complete—the demand is wide.

They are nationally advertised.

Send for the "Red Devil" catalog and trade prices.

Smith & Hemenway Co. Inc.
89 Coit Street - Irvington, N.J.

"Red Devil" pliers for every purpose

Limit Hack Saws to one Line

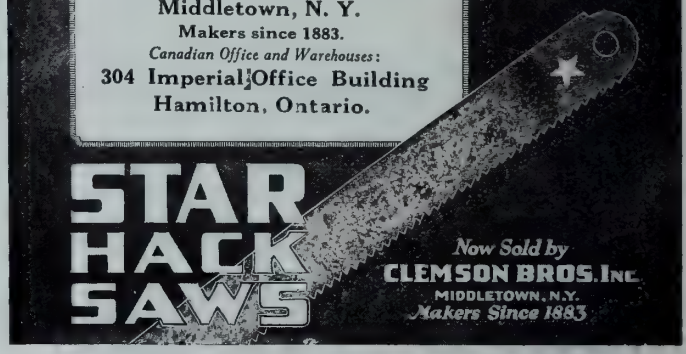
Sell one line of hack saws, and you have a smaller investment, a quicker turnover, and larger profits.

The leadership of Star Hack Saws for 38 years makes them the logical brand for you to push.

Every hack saw customer who comes into your store recognizes the saws in the famous green box as the standard blade of highest quality.

Star Saws are sold direct from the factory in Middletown where they have always been manufactured.

CLEMSON BROS., INC.
Middletown, N. Y.
Makers since 1883.
Canadian Office and Warehouses:
304 Imperial Office Building
Hamilton, Ontario.



STAR HACK SAWS

Now Sold by
CLEMSON BROS. INC.
MIDDLETOWN, N.Y.
Makers Since 1883

Birkett Salesmen Want To Co-operate With You

Many retailers are warm, personal friends of ours and of our salesmen. Even if you are not yet one of these, even if you are just beginning to deal with us, co-operation is extremely valuable to us, to you, and to our salesmen. The instant you become a distributor for the goods we sell we become interdependent upon each others' success.

So, you see, with all sentiment or questions of friendship eliminated, it is very much to our interest and to our salesmen's interest for us to co-operate with you.

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, - Canada

Your Christmas Trade and the Premax Chain Tire Guard

The holiday buyer demands not only novelty but utility. The Premax Chain Tire Guard possesses both.

The flat-link chain is attractive and substantial. The heavy rubber covering is handsome and durable. The attached Corbin lock is an added feature to clinch the sale.

Order now from your jobber or write direct.

Niagara Metal Stamping Corporation
NIAGARA FALLS, N.Y.
Division M
Makers of the Dodson All Steel Hame Strap
Canadian Sales Agents:
Western Canada—Mr. D. A. McDonald, Winnipeg.
Eastern Canada—Mr. R. R. Labelle, Montreal

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D"?

THE GENDRON MANUFACTURING CO. LIMITED

CHAINS AND PUNCHES

THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

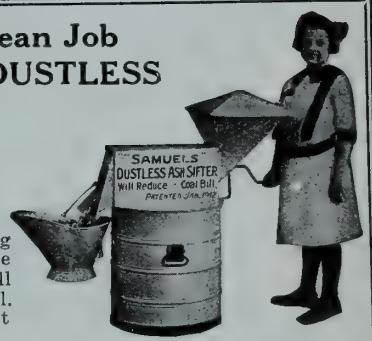
Walter Woods & Co.

Paper Pie Plates

Hamilton and Winnipeg

It Does a Clean Job
SAMUELS DUSTLESS Ash Sifter

Tell your customers they need no longer put on the "diving suit" and take to the lane, or back-yard to sift ashes. Sifting the Samuels' way can be done right in the house; all the dust stays in the barrel. The Samuels' sifter will not rust—it is galvanized.
If you are not our agent, we may be able to talk business. Write to-day for particulars.



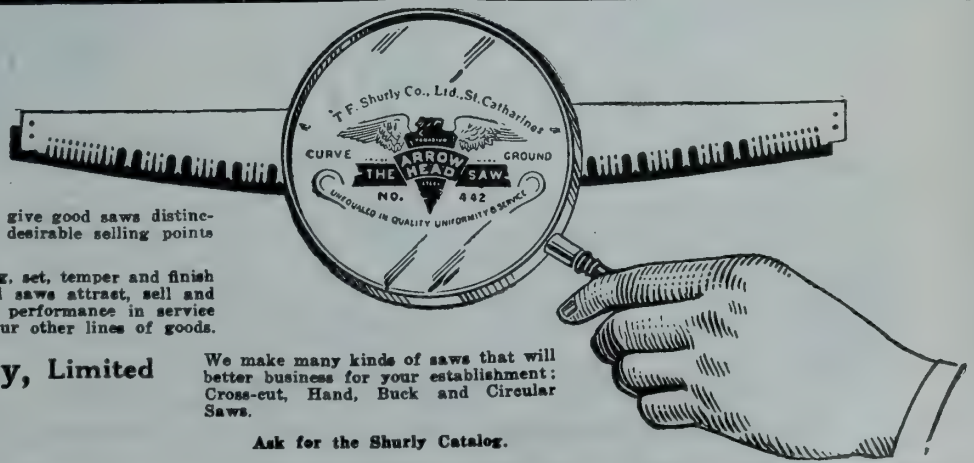
J. Samuels
275 Queen St. W., Toronto

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

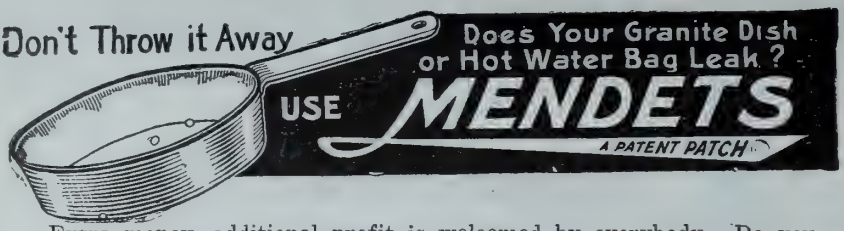
Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.



Extra money, additional profit is welcomed by everybody. Do you know that Mendets are selling by the millions of boxes? Do you know that you have only to put a display package on your counter and they'll sell while you're busy? You might as well have this extra profit coming in.

Collette Mfg. Company, Collingwood, Ont.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

JARDINE TOOLS

TIRE UPSETTER NO. 2. This durable machine has a very quick grip. both the eccentrics being raised and lowered by one lever. It has a strong and sure grip. The eccentrics and jaws are faced with tempered steel. The tire cannot slip.

It is extremely durable, because it is made of heavy castings, strong enough to stand the very heavy work for which it is designed. All the pivot pins are of steel; the eccentric strap is a heavy forging. In fact, the whole machine is well and substantially made throughout.

This machine upsets tires up to four inches wide. We have on hand repair parts to replace those worn out in use on this and other Jardine Tools.

Tire Upsetter No. 2. **Ask for Catalogues.**

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

The Original Keystone
WESTCOTT
Adjustable "S" Pipe Wrench

Makes a special appeal to your customers because it can be used in many out-of-the-way places quite inaccessible to the ordinary monkey-wrench. These efficient, reliable wrenches are made of first-class material, and are strong, and durable.

These are the genuine Keystone "Westcott" wrenches, plainly trade marked "Westcott" on the handle. Many of your customers have used these exceptionally satisfactory wrenches for years and will replace them with no other kind. Display them well. Let the prospects know you have "Westcott" wrenches.

If your jobber cannot supply you, write us direct.

The Keystone Mfg. Company, Postal Station "B", Buffalo, N.Y.

The Matchless Opener

Every One Warranted

This powerful, lever principle, crate opener is forged steel from tip to butt. The length is 12½ inches; long enough to give tremendous leverage and make it the most useful tool made for opening boxes, barrels, shoe cases and the like. Notice the hook for ripping off thin boards, box strapping and so forth. It does the work of a hammer, chisel, and nailpuller. It will pull and drive anything from a carpet tack to an 8d nail. Fine steel, carefully hardened and tempered; oval wood handle securely rivetted.

The Bridgeport Hardware Mfg. Corporation

Bridgeport, Conn., U.S.A.

Canadian Sales Representative,
W. J. Latimer
122 Hilton Ave. - Toronto, Ont.

Harris Heavy Pressure BABBITT METAL

ABSOLUTELY
BEST FOR ALL MACHINERY BEARINGS
Hundreds of tons in use.

THE CANADA METAL CO. Limited
WINNIPEG VANCOUVER
TORONTO HAMILTON MONTREAL

ATKINS
STERLING QUALITY SAWS

Profit by selling Atkins Sterling Quality Saws and Tools.

The two-way taper of our hand saws, the segment grinding of our cross-cut saws, coupled with the quality of our Sterling Quality Steel and our expert workmanship, make Atkins Sterling Quality Saws

"The Finest on Earth"

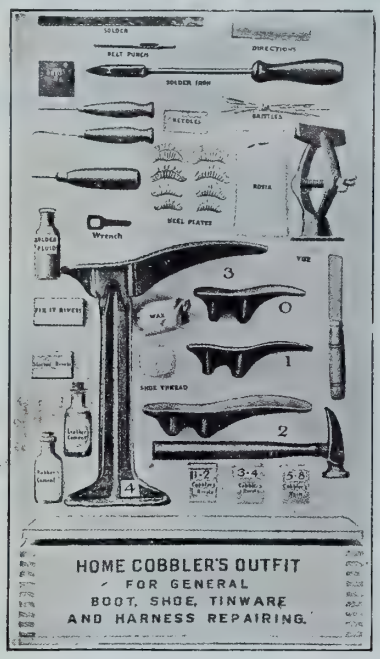
The expert mechanics to-day are demanding Atkins Saws and Tools. Can you supply them?

Made in Canada

E. C. ATKINS & CO.

Established 1857
"The Sterling Quality Saw People"
Factory: HAMILTON, ONTARIO **Branch: VANCOUVER, B. C.**

"ECONOMIZERS"



There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of to-day. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs — tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

MAXWELLS, LIMITED

St. Marys, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

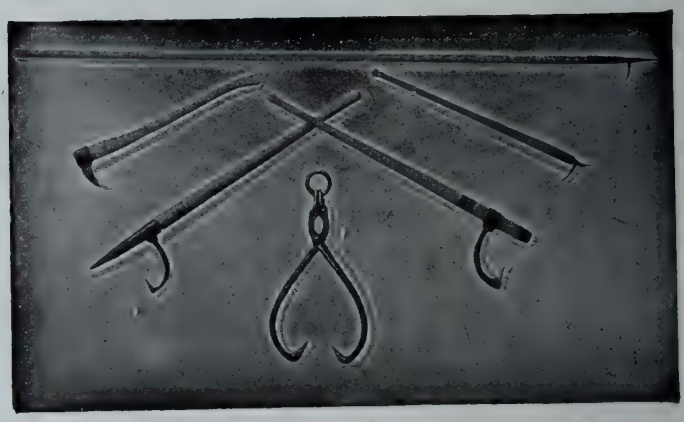
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

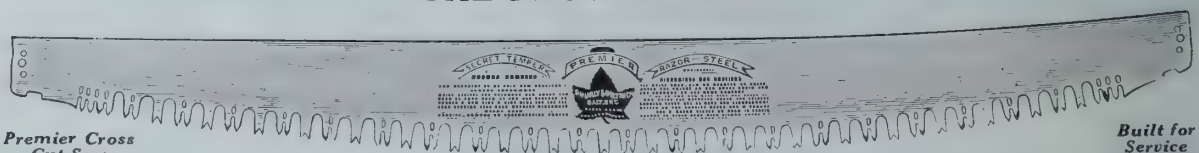
Pembroke Ontario



WORLD FAMOUS

Maple Leaf Saws

—THE PROVEN BEST—



Premier Cross Cut Saw

A high quality saw that will meet with approval of your customers wherever displayed. Maple Leaf

The fastest cutting Saw made. It has held the record for over 30 years.

Shurly-Dietrich Co. Limited

GALT - CANADA

Built for Service

Saws are the Standard of Canada, both in service to the consumer and sales to the dealer.

Buy saws made by an all Canadian Firm and all Canadian workmen.

TRADE M&M MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

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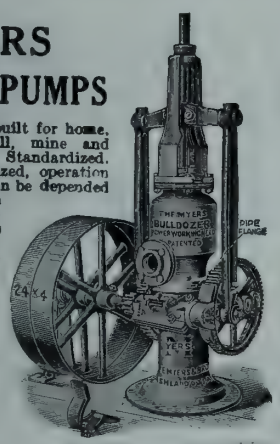

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OPEN HEARTH STEEL

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our goods, why he always prefers

London Bar Iron

and he will tell you that it is built with

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FOR QUALITY

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Their Chat No. 3

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"The bale tie business looks good from where I sit alright, W. N., and if the hay crop reports are correct I think the dealers will be tumbling over themselves to get their stocks in before long. A good many this week took my advice and placed their orders for immediate delivery."

'I'll say they're wise—Don't you, W. N.?"

Laidlaw Bale Tie Co. Ltd.
HAMILTON - CANADA

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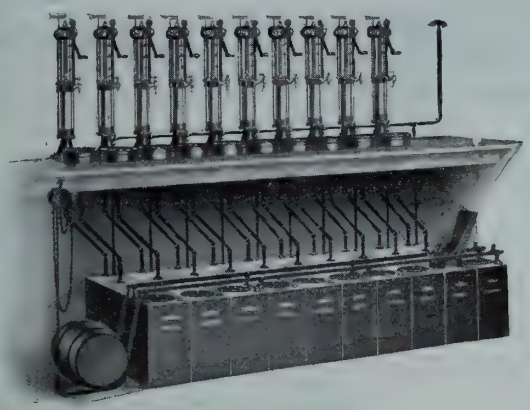

And the same features which make Bowser Equipment economical also keep oils *clean*.

Let us show you how Bowser Equipment will put your oil business on a better profit making basis.

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Bowser Equipment is MADE IN CANADA by

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Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

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OUR COLORED GRADES

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We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

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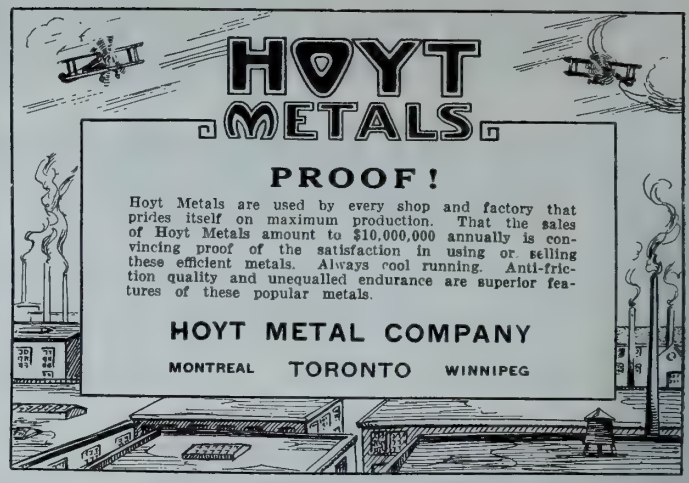

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All Kinds of Cut Tacks and Small Nails

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Sells Itself Wherever Displayed

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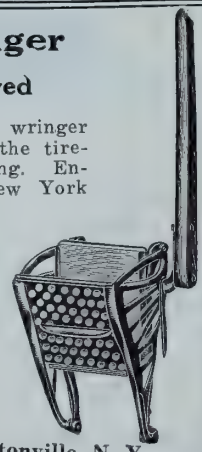

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of Canada

Factory: Paris, Ont. Office: Fultonville, N. Y.

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Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited

Hamilton, Canada

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Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK

By seeing that this EXACT MARK is on each blade.

GRANTED 1682.

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K-T COBBLERS SETS

In these days of high priced shoes and repairs, K-T Cobbler Sets are sold quicker than ever in the hardware store.

The K-T Cobbler Set is designed with sufficient strength in the proper place to do the heaviest repairing. It weighs 12 lbs. If one breaks in service we will replace it.

It is made in Canada, with Canadian money by Canadian workmen.

The Katie Foundry, Galt, Ontario

No. 206 Torch
List Price Each $32.00. Ask for Discount.

It's a Pleasure to Use C. & L. Double Needle Torches

because they produce a tremendous heat, have the capacity for all ordinary work and are dependable under the most severe weather conditions. The Improved Construction of the Burner overcomes fully 60 per cent of all Burner troubles. Upper Needle cleans the orifice, lower Needle regulates. Both Needles are blunt making it impossible to ruin the Burner by enlarging the orifice as with other makes having Sharp Pointed Needles. Either Gasoline or Kerosene can be burned by changing the Jet Block. No. 206 is two quart No. 208 one quart and No. 210 pint capacity. Jobbers supply at factory price. Send for complete catalogue.

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"The Solder with the Flux in the centre."

Acid Core Solder

Also "Imperial Soldering Paste."
Small tins.

The CANADA METAL CO., LIMITED
SOLDER EXPERTS

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

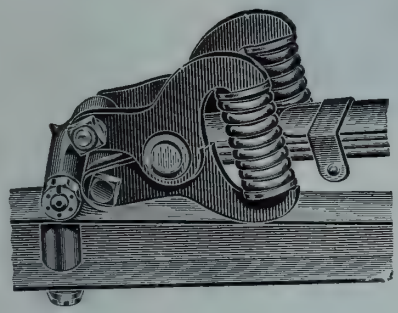
The Four essential points are here

Strength and Looks **Price and Wear**

Ask Your Jobber Or Write

JOHNSON Ideal HALTER Co. Sarnia, Ont.

Star W-X Shock Absorber FOR FORD CARS



Star W-X Shock Absorber for Ford Cars. Simple and easy to attach without extra tools; merely put in place of the removed shackles. Rigid against end or fore-and-aft movement, but offers no interference with regular Ford spring mountings.

Gives a greater flexibility of action from normal to full load because of changing fulcrum of levers. This, together with two high-grade compression springs at each corner of the car, insures easy riding and prevents breakage.

Prices within reach of every Ford owner, and the device is easily installed by owner.

Canadian Representative: T. MORTIMER, 64 Wellington St. W., Toronto

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WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
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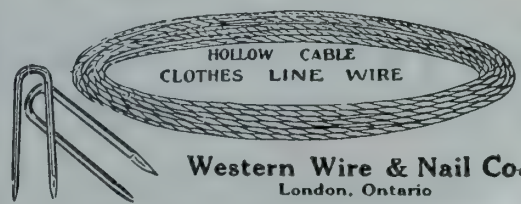
WE SHIP PROMPTLY

Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

A *Silent* Salesman that *Talks* and *Sells*

and every time it sells it earns 30% profit for YOU

You can invariably sell more silverware if it is displayed in an attractive manner. This handsome cabinet of Rogers 1881 Silverware has been especially designed for effective counter display. It is beautifully made, approximately 18 inches square, covered in black imitation leather and lined with blue plush. When opened and placed upon your counter, it makes an irresistible appeal to the customer in your store. The Display Tray contains a set of lacquered samples which will not tarnish and the compartments directly beneath the samples contain a stock of staple and ready selling articles such as knives, forks, spoons, etc.

Inside the cover—in full view—is a forceful advertisement directing attention to the silverware below, listing the various pieces with retail selling prices and your own name and address.

To secure this Cabinet, we do not ask you to invest a large amount of money in silverware. This "Silent Salesman" holds a sufficiently complete line to meet your daily or weekly needs, and you can easily re-order in small quantities.

In the centre section of the case are handy order-postcards. As you sell from the cabinet, you merely send in re-orders from day to day or week to week on these cards, as demand requires.

We will take care of these re-orders carefully and promptly. A special staff will look after this work and your order will be packed and shipped the same day as received. No waiting on your part—no delay on ours.

The price of the Cabinet complete as described is $65.00. Order yours today and you'll be surprised at the profits it will make for you.

Canadian Wm. A. Rogers Limited

570 King Street West - - Toronto, Ontario

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. NOVEMBER 5, 1921 No. 45

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JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.

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Be Prepared for a Christmas of Practical Giving

IT'S to be the Christmas of practical giving. Folks that in other years went out and bought at random are this season going to snoop around for days on end, seeking out the most practical gifts on the market.

And what gifts more practical than electrical appliances or an electric heater! What gift could be more downright sensible and practical than a trim Canadian Beauty Electric Iron, a Toaster, a Three-Heat Grill or any of the other members of our popular family of electrical appliances?

Can you think of a gift that could be of greater use than a Majestic Electric Heater?

The dealer that handles New Canadian Beauty Appliances and who goes out vigorously after all the business he can get will benefit by this condition—unquestionably.

Every New Canadian Beauty Appliance sold creates an everlastingly favorable impression, because it gives such perfect service. Build wisely, then—Look ahead. Think of the many future sales that will spring from every single sale made this season!

Are you ready? Fully stocked? Equipped to do a roaring trade? If not, act **now.** Wire your order, write it or 'phone it to your nearest jobber or direct to us. But, take our tip. Don't delay. Get your order in at once.

Renfrew Electric Products, Limited

Head Office and Works: Renfrew, Ontario

Branches: 29 Richmond Street, West, Toronto. 803 Lindsay Building, Winnipeg, Man.

The New

Canadian Beauty Electrical Appliances

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol XXXIII NOVEMBER 5, 1921. No. 45

"Industrial Situation Is Clearing"

Pendulum Has Had Its Big Swing in Both Directions and is Now Settling Down—Many Transitory Influences of Minor Character Still at Work but Correct Relation of Costs and Earnings Will Result from Stabilization Soon to Come—Advises Sorting Up Of Surplus Stocks Among Jobbers and Retailers

AN APT description of the present fluctuating tendency of prices and industrial conditions in general, was that made to Hardware and Metal by James Arnold, General Manager The Canada Foundries and Forgings Co., Limited, Brockville, Ont., in likening the situation to the swing of a gigantic pendulum which had its swing upward in 1919 and 1920, its return swing in 1921 and which is now described as gradually settling. In the period now entered upon it was held as likely that there will be further advances and declines, generally on a smaller scale than recently, until the readjustment has been sufficiently completed to allow constructive forces to get under way unhindered.

With the Brockville plant of this company now operating at capacity compared with a three-day-a-week schedule last August, the future is looked to with a great deal of hope. Such activity as is now being experienced could hardly be maintained throughout the next two or three months as this would be unusual and more in the nature of a boom than a return to more normal operating conditions, but this firm anticipates that by February of next year there will be a renewal of activity on a foundation of solid business with a gradually increasing trade. The expected revival of activity in building in the Spring, of which there are said to be many definite indications, will help business in tools and such lines as are manufactured by this company.

Many Transitory Influences

Reviewing conditions in the hardware and other industries, Mr. Arnold pointed out that much of the unsettlement of the present was being caused by many transitory conditions which would gradually be eliminated. It was stated that the surplus of many lines on the U.S. markets due to banks forcing manufacturers to liquidate stocks, and also due in part to war surplus stocks being marketed in that country, had also influenced conditions in Canada to some extent, some of this surplus having found its way to the Canadian market at prices which reflected a loss to the manufacturer despite the existence of dumping regulations to offset this. These prices have been met by Canadian manufacturers in many cases and to-day, it was stated, a number of hardware and other lines are being sold by domestic industries at a loss. Advantage has been taken recently of the opportunity for slightly advancing quotations on some of the hardware lines so affected. In other cases further reductions will be made following declines in raw material costs, distribution charges, etc. Thus the further fluctuation of prices is compared with the movement of the pendulum in its settling process.

Dealing with the fluctuations in prices of materials entering into the manufacture of hardware lines, Mr. Arnold stated that manufacturers have willingly submitted to the necessity of basing prices of finished products on replacement values as soon as declines have been made in materials. The latter have not been such an important factor in connection with prices on finished hardware however, due to the fact that there is little difference on the individual article due to the small extent of the decline represented by the material in that article. Labor cost was described as the big item which influences prices of such products. In this connection it was stated that manufacturers in the smaller cities such as Brockville have not the huge labor turnover which is experienced by industries in the larger centres and so have not been forced to make drastic reductions in wages. Sentiment is also a more potent influence in the smaller cities than in the larger centres and it is frequently the case that with some urging, production can be increased and more efficiency practised thus avoiding the necessity for cutting wages. Increased mechanical efficiency in the various processes was also described as an important factor in reducing costs.

JAMES ARNOLD.

General manager of The Canada Foundries and Forgings Co., Ltd., Brockville, Ont., who outlines herewith a number of the influences still hindering a return to normal trade, particularly in the hardware business.

Manufacturing for Current Requirements

A considerable improvement in trade has been responsible for the increased production of this plant since August.

With the factory averaging a capacity production manufacturing is still being done only for current requirements and not for stock. The volume of recent trade has not been quite up to that of last year but lower prices must be considered in making any such comparison.

To retailers and wholesalers, Mr. Arnold's advice is to carry fair stocks, not to load up nor to let them dwindle to the danger point where possible business will have to be turned elsewhere. In order to carry well assorted stocks and where high priced stock is already on the shelves, Mr. Arnold makes the suggestion that requirements be purchased at to-day's prices and averaged up with the higher priced stock on hand and so reduce the cost to the consumer and simultaneously clear out stock which might otherwise remain on the shelves for considerable time and eventually be sold at a loss. Retailers who are not following the plan of taking their losses and basing prices on replacement values were described as short sighted, and were said to be following a plan which would send much business afield to business interests such as the mail order houses. A great many of such merchants are complimenting themselves that they are able to do business on this basis but in the next breath they are complaining that their volume of sales is not up to those of last year. The rest of the business, it was pointed out, was going to those who give the customer the benefit of price reductions. In this connection, Mr. Arnold pointed to the reading of metropolitan newspapers being done by inhabitants of the rural districts. This reading keeps them in touch with price movements and they can readily see if the local merchant is passing on any price advantage.

Averaging Stocks

A number of wholesalers and retailers were said to be averaging up stocks among themselves with a view to stimulating the movement of high priced stocks from the shelves. In the United States some manufacturers of axes and other tools were said to be following this plan.

"This idea helps the manufacturer as well as the wholesaler or retailer," said Mr. Arnold, "because they will all be in the market at the same time then for further requirements and they will be at one price whereas the price cutting which would be bound to follow individual effort to move such stocks would be disastrous to trade and further hinder the establishment of sound levels."

Speaking of hardware, Mr. Arnold offered the opinion that prices would, on the average, be fairly stable, at least for a time due to the fact that iron and steel and other metals seem fairly stable, there having been no outstanding change in the past few weeks.

Regarding the recently threatened railway strike in the United States, it was the opinion that its failure was due to the fact that there was too much possibility of defeat in the railroad that such a defeat would have been too severe a blow at the American Federation of Labor. Mr. Arnold agreed that the wages paid railroad workers were

(Continued on page 42)

Officials Discuss Scale Controversy

Director E. O. Way, of Weights and Measures Department, Discusses Hardware and Metal Charges of Discrimination Favoring Department Store in Sale of Spring Weighing Scale—Scale Can be Kept as Ornament if Springs Removed, but Should Not Be Offered for Sale

A VISIT has been paid to the Editor of Hardware and Metal in Toronto by E. O. Way, Director of Weights and Measures, Ottawa, Ont., to discuss various points concerning the controversy aroused by this paper in connection with the sale of gasoline from pumps when purchased on a weight basis, and also in connection with the denial of the right to a hardware firm to import a spring weighing scale which is simultaneously allowed to be sold by a Toronto department store. Some further information secured on the gasoline subject will bring about the re-introduction of this controversy in the next issue of Hardware and Metal. In connection with the weighing machine matter little further progress was made by the discussion, except to establish more firmly the stand taken by this paper on the subject.

After being made aware of the various proceedings in connection with the weighing machine case, it being explained that a Toronto department store was apparently allowed to offer for sale a scale such as is prohibited by the regulations in effect since 1914, and a scale similar to the one which was denied admittance to this country from the United States, when application was made to the Chief Inspector in Toronto of the Weights and Measures Department, Mr. Way stated that the scale being shown by the department store was one of a number imported by this store prior to the enforcing of the regulations in 1914 and that at present there was no objection to the store using the scale as an ornament providing no attempt was made to sell it and also providing that it was not in shape to be used as exposed. It was his opinion that the springs had been removed from the scale and that no attempt was being made to sell the machine. It was stated that Inspector McConvey in Toronto, had made attempts to purchase the scale and was satisfied that the store was not endeavoring to sell it.

Contrary Evidence

This situation is very much contrary to the experience of Hardware and Metal representatives who found that the scale in question was in shape for use and, no difficulty would have been experienced in purchasing the scale for $33.00 whenever desired. Mr. Way's suggestion that the salespeople might probably have offered to sell the spring scale with the idea of switching interest to the legitimate bar scales is hardly likely in view of the fact that the price of the bar scale is $2.00 higher than that of the spring scale. Were the prices reversed, the contention might carry more weight.

At any rate, if the springs were removed from the scale so that it could not be used, such as was claimed by the Director of Weights and Measures, why was it necessary for Inspector McConvey to endeavor to purchase the scale?

Sell Spring and Scale Separately

In view of the fact that the inspectors would allow the scale to be kept on display providing the springs were removed, the suggestion was put forward by Hardware and Metal that the scales might be imported and subsequently have the springs removed so as to pass inspection, the scale and the spring then to be sold separately. Mr. Way objected that the inspector would be made aware of the importation of scales in any quantity and would be quickly on the job to inspect them and that no such practice would be expected of the average firm with which they have to deal.

Nevertheless the facts of the issue are quite clear and until the department store in question is prohibited from offering for sale this type of scale, and until the scale is adjusted so that it cannot possibly be used for weighing purposes, the failure of the Department of Weights and Measures cannot be looked upon by hardware merchants as anything else but discrimination.

Mr. Way promised to go into the matter more fully with Inspector McConvey in Toronto and advise later what action was taken along these lines.

The Hunter Shoots the Duck

Mechanical Display in Montreal Hardware Window Shows Movement of Both Hunter and His Target—Device Also Used in Sporting Goods Window When the Football is "Kicked"—Saw, Hammer, and Plane in Motion, in Display of Tools

IT HAS been said that a window may be neatly and carefully trimmed, displaying the merchandise carried on the shelves on the inside of the store in an extensive way, and still not attract the necessary attention of the buying public who pass the store day by day. The goods are placed too regular, too much uniformity, and offer what is termed a "stiff" display. This may be true, but what is a "stiff" window?

Advice comes from those familiar with the art of window trimming not to overload the window. They advise specializing on a certain line and not placing the entire stock on display. Use display cards and price tickets freely, these removing any bare appearance that may have crept in, as well as assisting the window in selling by explaining and telling the price. Added to the importance of the above suggestions comes the placing of a moving article, or having a movement of some kind on display.

Levac & Lalonde, 1365 Wellington St., Montreal are strong believers in action for their window displays, especially where the actual use of the article can be shown. They have spared no little time and work to this end, and are now able to cause a moving display in many lines of merchandise placed in their windows.

The Duck Shooter

This firm recently featured a sporting window for the sale of guns, ammunition and other hunting requisites. The natural surroundings were obtained by the use of sod, reeds and small brush. Demonstrating the duck shooter, water was produced by a galvanized tub, the sides of which were covered with a green baize cloth and sod. Reeds were placed in the water and through the sod on the floor, also forming the background of the display with other brush. The hunter was a fully dressed dummy, complete in every detail. He wore his hunting boots, leather leggings, hunting suit of jacket, breeches and cap. His face consisted of a foot-ball bladder with eyes, nose and mouth painted and a hair mustache. He was shown crouching behind his "hide," taking aim at the duck in the water.

The window at first sight was very attractive, no detail being forgotten in its make-up, but the feature was the actual shooting of the duck. The hunter cocks his gun, pulls the trigger, and the ducks falls over. Here is where the "hide" is used for two purposes, to hide the hunter, and contain the mechanical device that causes all actions. Covered by a rustic colored cloth and sticks is a wooden wheel, about 18 inches in diameter, run by an electric motor in the basement of the store. On the one side of this wheel is a projecting peg on which is fastened a wooden shaft about a foot long. This shaft connects the lever of the gun with the wheel so that the continued turning draws the lever back, cocks the gun, and returns the lever to its proper position by the return motion of the wheel on the upturn. On the other side of the wheel are two pegs, placed at proper distances from each other, and from the peg connecting the lever on the other side, to allow perfect action in the shooting. The one peg trips the trigger at every revolution by coming in contact with a wire connection to the trigger, (the wire connection is necessary so as to not allow the wheel to be shown). The third peg deals with the duck. A covered string is attached from the bottom of the decoy in the water to the wheel. As the wheel turns it draws the duck under, and this is uprighted again because of the buoyancy of wood from which the decoy is made. With the turning of an electric switch, the display is set in perfect action.

Kicking The Football

With the electric motor and its speed reducing belts and pulleys a permanent fixture in the basement, action is transferred to the window opposite, when desired, by a belt. Mr. Lalonde explained how a football was "kicked" from the floor of the window to the ceiling in the ealier months when sporting goods were on display.

The wooden pulley and projecting peg are used in this case, the same as in the hunting scene, only it is now placed in the basement directly opposite the motor. The peg, on every revolution comes in contact with one end of a narrow board about three feet long, a spring (a common screen-door spring) is attached to the other end. It is pivoted in the centre to allow the wheel on the one end to slowly draw it down and when the peg commences its upturn it immediately leaves it and the board is forcibly

A realistic hunting scene which will make any sportsman take a second look is that shown herewith by J. L. Sauve, hardware merchant, Montreal. The cauldron and ladle are shown suspended on a rustic prop and cross bar. Other camp equipment including thermos bottles, oil, fry pans, rifles, axes, ammunition, etc., is shown in a natural setting with a background of boughs, leaves and animals.

thrown by the spring at the other end. By the use of a wooden peg reaching through the floor of the window, this gives the force of the "kick" for the football.

In the window a conical basket is formed by strings from the ceiling to the floor. By the use of screw eyes in the ceiling and floor this basket is made about four feet in diameter at the ceiling and a little better than the diameter of the ball at the floor. When the ball is quickly forced upward, it strikes the ceiling and is again guided back by the strings ready for the next "kick." Every revolution of the wheel causes a kick and return of the football.

Tools in Motion

A display of tools was in the window this Spring, and by using this mechanical device, a saw, hammer and plane were set in actual motion on a display board. The wooden wheel and pegs were again used, and by the use of shafts from the pegs to the tools, the hammer pounded, the saw sawed and the plane planed.

"We find a feature always causes interest, and while the different devices take time and trouble to complete, we are convinced they are worth all the pains taken," said Mr. Lalonde.

NEW SENIOR TRADE COMMISSIONER ARRIVES

Montreal.—G. T. Milne, who replaces Capt. E. J. Edwards as His Majesty's Senior Trade Commissioner for Canada, Newfoundland and the West Indies, has arrived in Montreal and will assume his new duties this week.

Following the decision of the authorities in England, the activities of the trade Commissioner's office will be curtailed to a degree, but Mr. Milne hopes that future work will meet with sufficient support from the Canadian business community to meet the needs of expanding business during the reconstruction period. Apart from a reduction in the appropriations made by the British Government, the essential features of the office will be maintained and the work carried on as usual.

Imports Regulations To Be Changed

St. John, N.B.—A conference was held with regard to the marking of the country of origin on imported goods between Hon. J. B. M. Baxter, minister of customs and excise, and the members of the Board of Trade, representing the wholesale interests committee of the board. A request was made that the enforcement of the act be deferred until the government had an opportunity to give it further consideration, as it appeared that amendments were necessary to relieve excessive burdens imposed on importers by the act, especially the dry goods interests. The minister expressed himself in sympathy with the request and said that he would recommend that the act be not enforced until it had been reconsidered by the government. Representatives of the various interests pointed out the difficulties which the act imposed and declared that Canada would be out of the world markets, and that it would inflict other hardships on them.

RECENT BRITISH DEVELOPMENTS IN STAINLESS IRON

The extent to which stainless steel has revolutionized the Sheffield cutlery trade is well known but it is not so generally appreciated, it is pointed out, that stainless iron is of equal importance. Both materials, were discovered seven or eight years ago. Stainless steel was first manufactured, and soon after it was found that stainless iron could be produced by much the same process, with the exception that a smaller quantity of carbon-free ferro-chrome was required.

Stainless iron has been largely used for the production of golf clubs; it has attracted the attention of makers of stove grates and is being used for kitchen ranges, grates and fenders. An important and useful direction in which the material has been applied is in the fitting of motor cars; it is supplied in sheets for making hoods, and there is in contemplation its greater use for bodies and, since it does not tarnish, for replacing nickel-plated parts. It is made up into a wide variety of kitchen utensils and is used for shop signs and door plates One British firm is producing the material in wire form, to be made up into door mats, and it is also being used for spring mattresses.

Another important development in contemplation is the use of stainless iron for the furnishing of railway carriages, engines, and rolling stock generally. The proposal is that it should replace brass door handles, brackets, and many other fittings.

Fort Frances, Ont.—Robbers broke into the hardware store of Ed. Tompkins, Emo, and stole a number of articles. Among other things taken were four rifles, a quantity of ammunition, packsacks, knives and cooking utensils.

Advertising Current Price Reductions

Hardware Prices Reduced

Many people think that the only things which have dropped in price are those which they themselves sell or grow.

Each man is better informed on his own line than on any other, and should consider that the other fellow is "hit" the same way.

Here are a few changes in staple lines of hardware:

	War prices.	Now.
All copper Wash Boilers	$ 7.50	$ 4.00
Galvanized Wash Boilers	2.25	1.25
Galvanized 1-gallon Oil Cans	1.35	.90
Nickel plated Tea Kettles	4.50	3.00
2-blade English Pocket Knives	1.50	1.00
Hand power Washing Machine	25.00	20.00
General purpose Shovel	1.35	.90
White Lead	22.00	17.00
Turpentine	4.00	1.50
Raw and Boiled Linseed Oil	3.50	1.40
Paint, a quart	1.85	1.40
Gas Ovens	7.50	6.50
Wire Nails, a pound	.08	6½c
9-wire Fence, 48 inches high, a rod	.76	.70
Stove Pipe, 6 or 7 inch, a length	.35	.25
Window Glass, a light	1.00	.50

—Just half of what it was.

J. H. Slater

Phone 72 RIDGETOWN, Ont. Hardware

One of the best ways to convince customers that hardware prices are reduced is to and that prices have been reduced to conform with general price reductions. In Slater, hardware merchant of Ridgetown, Ontario, in the above ad. The average buyer wants to know that he is getting some price concession in buying hardwa e and that prices have been reduced to conform with general price reductions. In many cases business is being held up until confidence is established. This is one of the best plans for gaining the confidence of the customer.

Stop Price-Cutting on Perfection Oil Heaters

Toronto Department Store Agrees to Abide By Re-sale Price, Says Manufacturer's Representative—Few Heaters With Japanned Trim Being Sold at $7.95

ARTICLES which have appeared in two recent issues of Hardware and Metal have created considerable activity in trade circles and have brought forth an announcement from the Perfection Stove Company, a representative of which called at the office of Hardware and Metal this week to state that the department store in question had agreed to abide by the resale price established on Perfection Heaters. A Toronto newspaper dated October 29, carried an advertisement by this store featuring a nickel plated Perfection heater and quoted a price of $9.75. As far as Hardware and Metal can learn no further advertisements have appeared quoting a price on the heater with japanned trimmings.

A representative of Hardware and Metal called at the department store on Tuesday, November 1 and was shown the Perfection oil heater with nickel plated trimmings at $9.75. Upon enquiring for a cheaper heater he was shown a heater with japanned trimmings at $7.95 and was told that the heater in question was a Perfection heater made by the Perfection Stove Company but bearing the name plate of another prominent stove manufacturer. This price of $7.95 is $2.20 higher than the price quoted on the same heater shown in the advertisements reproduced in recent issues of Hardware and Metal. The store salesman further stated that they had only a few heaters left with japanned trimmings, to offer at $7.95.

Mr. Wells, representative of the Perfection Stove Company who called at the office of Hardware and Metal, claims that there will be no further price cut ing on the part of the department store. He admitted that a great deal of dissatisfaction had been caused in trade circles through price cutting by department and furniture stores as well as by some hardware firms.

ACTIVE TRADE IN BUILDERS' HARDWARE

London, Ont.—The unusually fine fall weather is resulting in a large amount of building and this month's permits will average one new residence every day. In addition extensive repair work is being undertaken. All this activity is being reflected in a steady demand for builders' hardware.

While it is a little early to make any definite predictions yet many of those in close touch with the situation see a large amount of building in sight for the spring. Hardware merchants generally report that business has been very fair. While there has been no big rush, seasonable lines, especially heating equipment and things required in getting ready for the cold weather, have been moving steadily. Collections are reported to be good, although in some cases it is admitted this is the result of persistent effort.

An Early Start for Christmas Trade

One of the secrets of developing a big Xmas season trade is to get interest under way at an early date. The windows are an important factor in developing this interest and plans should be made early for effective trims, to be changed frequently throughout the pre-holiday season. The hardware stock offers a wide range of articles which lend themselves to effective treatment in the window displays and the above offers some good pointers for the arrangement of the Xmas suggestions. The background is of painted wallboard. The generous use of glass shelving at the sides and on pedestals allows the display to be built up with a wide range of goods and not appearing overloaded. This display by J. Thompson, of Mills Hardware Co. (King Street Store) Hamilton, Ontario, won first prize in places over 5000 population in the 1920 Hardware and Metal Christmas Window Contest.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, NOVEMBER 5, 1921

A PROMINENT official of the National Board of Fire Underwriters states that the electric iron has caused 42 per cent. of the home fires in America in the past year. Another home trap was the dustless mop. His suggestion to lessen the fire hazard in connection with the mop was to keep it in a galvanized can. Gasoline was also mentioned as being a common cause of home fires. These products are all dealt in by the hardware merchant and it will be in the general interests to see that purchasers of such lines are advised concerning protective measures.

GOVERNMENT officials have recently declared that they are impressed with the necessity of a considerable change in the regulations governing the marking of imports. Such marking would no doubt have some merit but in the suggested form it presented a great many difficulties which would have proved obstacles to trade at a time when every aid to business is required.

CONSIDERABLE interest is attached to the September reports of Canadian railways, all of which show improvement from the standpoint of net earnings. The early harvest and marked increase in volume of passenger traffic are cited as partially responsible, but the figures are important in that they reflect healthy conditions in one of Canada's most important industries—an industry which serves as a barometer of general industrial conditions. The shrinkage in value of commodities carried affects the producer and trader but does not affect the railway's charges for carrying them. There is no question that a continuation of this condition will bring an insistent demand from producers and traders for reduced carrying charges.

SHORTAGE of natural gas in many parts of the country has brought about action on the part of gas companies who are calling upon consumers to have their gas burning appliances adjusted and improved wherever possible. The appointment of inspectors to see that only efficient appliances are used, has been suggested. This is a move which is worthy of the support of hardware merchants and one which offers a potential field for business.

UNDER THE heading "The Value of a Dealer's Experience," a recent co-operative advertising campaign in the daily press advised readers to consult with the retail merchants for suggestions concerning the particular line dealt with. It was pointed out that the retailer was anxious to give this co-operation and that it would prove advantageous. This situation is just as true of the hardware business as of any other retail trade and in times like the present when every possible stimulant to trade is required the merchant cannot give too much attention to close co-operation with customers.

ADVICE has recently come from the Birmingham, England, Chamber of Commerce to the effect that some Canadian purchasers of English made goods were repudiating their accounts and when pressed to settle threatened action against English joint stock companies for trading in Canada without being registered. This issue is one that organized business in Canada should deal with, with a view to removing a stigma which is wholly unwarranted insofar as the business men of Canada as a class are concerned. It may well be that some British concerns do not know all the laws of this country and may easily place themselves in the hands of unscrupulous dealers. Court action brought on by the British creditors would soon force payment as the debtors would hardly relish such publicity.

An Interesting Review

A CLEAR and concise review of conditions in the hardware industry with an opinion as to how these conditions are likely to develop in the near future, is given elsewhere in this issue as result of an interview with James Arnold, General Manager The Canada Foundries & Forgings Co., Ltd., Brockville, Ont. In these times when the business world is being flooded with hasty predictions and biased reports it is refreshing to read such a comprehensive and untrammelled review as that given by Mr. Arnold.

Comparing the trend of business with the swing of a huge pendulum it is shown that the big upward swing took place in 1919 and 1920 and the big backward swing followed in 1921 and the present fluctuations on a smaller scale represent the settling down process to a normal relation of earnings and costs. Much of the unsettlement was attributed to the fact that the readjustment process in many cases did not eliminate this unfair relation of earnings to costs. Thus the reaching of lower price levels failed to stimulate business in the lines affected, contrary to the predictions of so-called economists.

It is the opinion of Mr. Arnold that had the correct relations of these factors been maintained that it would have been immaterial if the average worker's wage had been maintained at double what it was in pre-war times. The trouble has come from a shaking down of certain costs, thus bringing about an inequality which causes difficulty until the correct relation of these factors is established on the lower scale.

Many of the disturbing influences still at work were described as of a transitory nature and ones which are likely to be eliminated without much difficulty. To the retailers and wholesalers some suggestions are offered concerning the averaging up of stocks in order to solve the problem of moving high priced stocks from the shelves without delay. Many of these suggestions are meritorious and might be acted upon by merchants who find themselves faced with the difficulties described. Further fluctuation of prices of finished products, including some advances and some declines, was mentioned as a factor which would be peculiar to the settling down process described.

In the case of this and a number of other hardware firms in the same district, manufacturing is proceeding in fair volume, producing for actual requirements only. If subsequent developments justify production for stock, overtime operations will be necessary in certain industries. No boom is anticipated but a gradual improvement in conditions with business on a firmer basis next year is predicted.

Events in the Trade

NEW FIRMS

Toronto.—A. R. Hamilton has commenced business with a hardware stock at 1325 Queen St., East, Toronto.

Toronto—C. S. Wilson, formerly manager of the London, Ont. branch of the Bank of Commerce is commencing a hardware business at 2294 Bloor St. W., and will handle tires, oil, gasoline and other auto and motor cycle accessories in conjunction with the hardware stock.

Burlington, Ont.—The Globe Code Standard Electric Co., will soon start in this town. This new industry will manufacture electric goods of all kinds. The principal line handled will be porcelain insulators.

Toronto.—A new concern, The Tools & Stampings Ltd., has started at 87 Jarvis St. They will manufacture dies, tool, and metal stampings, and will also handle electro-plating work. Mr. Wise is the owner of the new concern.

Peterboro, Ont. — The Red Arrow Tires, Ltd., is a new company to establish its plant in Peterboro, Ontario. Land has been bought and plans for the plant are now being prepared. It is expected that the first unit will be in operation in the spring and that some 400 men will be employed. The company will be incorporated for $2,000,000.

OBITUARY

Announcement is made of the death of James Kinsman, North Bros. Mfg. Co., Philadelphia, caused by a very sudden attack of acute indigestion. For almost 40 years Mr. Kinsman was associated with this Company, and had many friends in the hardware trade of Canada and the U. S.

Woodstock, Ont.—James Holmes Sr., who for the past 40 years has conducted a hardware store in this city is dead.

He was 87 years of age, and had enjoyed the best of health until his death, having been at his place of business daily. Evidently he had arisen early in the morning and in making his way to the basement of his home had missed his step on the stairway, and fallen to the floor below, were he was later found by one of the family. James Holmes was Woodstock's oldest business man.

Announcement is made of the death of John W. Thompson, 175 2nd. Avenue, Ottawa, who has represented the firm of Frothingham & Workman, Ltd., in the city of Ottawa and vicinity for the last twenty-eight years. Friends of Mr. Johnson affectionately bestowed on him the nick-name of "Honest John." Death followed an illness of some months as a result of an attack of pneumonia. A number of his friends in the hardware trade went to Ottawa to attend the funeral, and to pay their last respects.

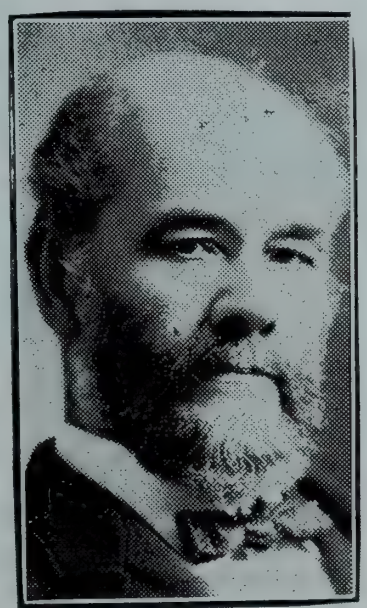
He was 68 years of age, and had been a member of the Commercial Travellers Association for thirty-eight years.

PERSONAL

Moncton, N. B.—At the annual meeting of the N. B. Petroleum Co. F. R. Sumner, president of the Sumner Co., Ltd., was re-elected president and Mr. Miles E. Agar, hardware merchant of St. John, a director.

W. S. McLennan, general sales-manager, Brandram-Henderson, Limited, is on a business trip this week to Ontario points, touching Toronto, Windsor and Detroit.

Walter H. Cottingham, president of the Sherwin-Williams Company of Canada, Limited, is visiting the Montreal branch this week.



LATE JAMES HOLMES, Sr.

Pioneer hardware merchant of Woodstock, Ont., who died at the age of 87 years after being engaged in the hardware business since 1875. Deceased was known as Woodstock's oldest business man. Death resulted from a fall down a stairway.

WESTINGHOUSE CO. BANQUET

Hamilton, Ont.—One hundred and twenty-five members of the Veteran Employes' Association of the Canadian Westinghouse Company gathered in the Arcade Rose Room on the occasion of its third annual banquet. C. A. Hunter, president, presided over the enthusiastic gathering. Speeches of a felicitous nature and which indicated the good fellowship which pervaded were made by Paul J. Myler, F. A. Merrick, H. U. Hart, N. S. Braden, C. H. Mitchell, F. H. Forsyth and the baby members, Alex. Moffatt and J. W. Jamieson.

TO ERECT NEW BUSINESS BLOCK

London, Ont.—Kilpatrick Brothers, East London hardware merchants, made an important purchase of valuable business property this week when they secured five lots on what was formerly the Cronyn estate. Three lots front on Adelaide St. and two on Dundas. Mr. Kilpatrick stated to Hardware and Metal that it is his intention to erect a fine business block.

QUEBEC R.M.A. WILL AFFILIATE WITH DOM. ASSOCIATION

The Quebec Retail Merchants' Association held recently an important meeting, one that was by far the largest and most enthusiastic ever held in Quebec. Over one hundred prominent merchants were in attendance, and the discussion that took place interested everyone.

For some time past, at the meetings of the local Retail Merchants' Association, these latter have been studying the opportunities afforded them by affiliating as a district with the Dominion Retail Merchants' Association. At their last meeting Mr. M. Lapointe, the energetic general provincial secretary of the association, was present and gave the merchants a most interesting explanation and convincing proof of the advantages that would be derived through the merchants grouping together on this central association of retailers.

After a general expression of opinion by the merchants present it was unanimously adopted to adhere to the principles of affiliation as a district to the Dominion Retail Merchants' Association.

ROBBERIES AT ST. CATHARINES

St. Catherines, Ont. — The Imperial Oil Company's offices were broken into and the safe blown open. The robbers carried away about $300.

There Is a Firm Tendency in the Oil Markets

Decrease in the Production of Crude Oil—Recent Increase in the Volume of Foreign Demand and Inquiry—Increase in Pennsylvania Crude Not Reflected Here Says Oil Official

OIL markets in general, and prices on oil products in particular, continue to register a firmer tendency. Higher quotations now appear on certain grades of motor lubricating oils; while a further increase has developed in fuel oil prices.

During recent weeks, interest in the trade has centered upon the advancing quotations of crude oil. A decrease in the production of crude, was one of the incentives in this direction; but the fact that current consumption has not equalled the amount produced, has reflected a temporary halt in the movement to higher levels This marking up of quotations on crude, has therefore, been reflected in prices on other refined oil products generally, including gasoline, coal oil, fuel, and some lubricating oils.

Oil Stocks Now Plentiful

Stocks of oil, at present on hand, are stated as ample for current requirements. It is intimated that refineries, and other concerns with storage facilities, have vast accumulations of oil. Therefore, the trend of prices is of particular interest; and future developments are attracting keen attention. Conditions in southern primary markets are described as very unsettled. The recent advance in price has found large consumers regarding the prevailing situation as unsettled; some questioning the healthy state of the advances. Recent increase in the volume of foreign inquiry and demand, is stated to have caused sharp activity in primary oil centres; and upon this sustained call for crude, depends the future rise or fall of quotations on the refined products. This improved export movement is a prime factor in petroleum markets. European countries are included among active purchasers, and while shipments have not increased in number, the cargoes are now reported as of larger volume. This particularly applies to southern Europe. The French demand is considered quite good, but the call from England is stated as disappointing. China has also gained prominence as a buyer of coal oil.

Good Call For Fuel Oil

While there has been a seasonal increase in the demand for kerosene, there is also a noticeable slackening in gasoline requirements. The call for fuel oil continues of good proportions; but no changes have developed as regards lubricating oils. The heavy consuming season for gasoline is now comparatively over. Coal oils are one of the strongest features of the oil markets; the domestic consumption being described as stationary, but with fair-sized foreign inquiries sustaining the buying interest.

It is admitted that much of the present buying is for immediate requirements only; but no intimation as to the future trend of the oil markets can be secured from reliable sources. The contributing factors do not stimulate over anxiety in accumulating these commodities, but moderate supplies are generally being covered.

"There have been no additional price changes," said W. C. Skelding, General Manager of the British-American Oil Company, to Hardware and Metal. "Although the Pennsylvannia grade of crude oil has recently advanced another 25 cents per barrel, we are not predicting any additional immediate increases on the various refined products."

INDUSTRIAL SITUATION CLEARING

(Continued from page 36)

too high in comparison with the scale in effect in other industries. He was not so much in favor of a general reduction in wages paid to labor as he was for a revision of wages to bring about a proper proportion. Thus he described it. If every worker was getting $2 to-day where formerly he got $1.00 then there would be no need for reductions as business would go along with expenses and earnings bearing the right proportion to each other.

Fair Readjustment Wanted

"It is the inequality of the present scale that is causing the trouble and there will be no satisfactory basis until readjustment has been made to bring about a fair relation of all these factors," said Mr. Arnold, adding, "that no general reduction in prices could now be made by such industries until freight rates were reduced, and this in turn would depend upon cutting the labor cost on the railways. Mr. Arnold was of the opinion however, that it was not lower prices that were needed to stimulate trade. Confirming this he pointed to the fact that in the steel industry lower prices resulted in no stimulation of business, but rather a stimulation occurred only after prices showed a firmer tendency.

Credits and collections were said to be in a very satisfactory state and one of the features of current business was said to be the big demand for heating equipment for small homes in the larger cities, indicating that a number of such houses are being constructed to relieve the house shortage.

Western Canada Conditions

Mr. Arnold had but recently returned from Western Canada and stated that trade in certain places was quiet due to some extent to the reduced buying and debt paying power of the farmer. This condition was partly attributed to the lower prices now being paid for grain, to the fact that much grain was, through being left exposed, reduced in grade, and also partly due to the high freight rates, the farmer being paid at prices less freight to Fort William. In this connection Mr. Arnold pointed out that these freight charges are 50% higher than a few years ago and the Western farmer has therefore been hit rather hard. Much sorting up of stocks between Western hardware jobbers was reported, in an endeavor to overcome the disadvantages of having a high-priced slow-moving stock in the warehouse. There was said to be considerable need for hardware lines in the West and that stocks were moving out gradually. The result would be that the Western trade would be able to absorb a fair volume of hardware but there might be some difficulties in connection with financing, due to the inability of farmers to liquidate all their debts and the fact that Western hardware wholesalers must carry large stocks. Mr. Arnold stated that the Western spirit of optimism prevails and no fear is expressed as to the immediate future.

Export Connections Reopening

In connection with export trade it is interesting to note that this firm is now reopening some of its pre-war connections. These are for now being chiefly restricted to British possessions due to the difficulties in exchange in developing trade with other countries. Constant enquiries are coming from old and new connections in the British possessions and a gradually increasing trade of this nature is expected to develop.

Stocks of manufactured goods held by this firm are light, as is the case with a number of industrial plants in the district. Should conditions later justify the manufacture of goods for stock, and current requirements be maintained at the present volume there will have to be overtime work in many departments of this industry and among others who are reported to be experiencing much the same condition. Optimism is expressed by the officials of this company concerning the future but nothing in the nature of a boom is anticpated, but rather a gradual settling down to a normal basis with the various apparent transitory influences gradually readjusting themselves and bringing all branches of industry into a stable and correct relation to each other.

TO LOCATE IN PETERBORO

Birmingham Motors of Jamestown, N. Y., will locate their Canadian plant in Peterboro. Arrangements are said to be complete for taking over the plant formerly occupied by Henry Hope & Son, of Canada.

News of Western Canada

Plan for Rating of Local Buyers

C. H. Phillips, Hardware Merchant of Rosetown, Sask., Originates Plan of Co-operatively Rating All Local Buyers—Separate Department for Furniture Stimulates Trade

C. H. PHILLIPS, hardware merchant of Rosetown, Sask., is one of the many hardware merchants of the West who has found that a good line of furniture can be carried successfully and made to be one of the best paying lines handled. Since the accompanying photograph was taken, Mr. Phillips has moved his entire line of furniture to the floor above. A wide stairway has been found since making the department exclusive from the general line that an increase in sales has taken place.

Rating Local Buyers

Mr. Phillips is the originator of a system of rating of buyers in the district, that the Rosetown merchants prepared about a year ago. The list was prepared with the co-operation of every merchant in town. The average rating was struck in this way. A meeting was held of every merchant in town also the bank managers. The names of all buyers were taken alphabetically, starting for instance with James Abel. One merchant might say, "Abel's credit is all right, he always paid me, he should be rated in A." Another merchant might say, "No Abel should be in D class he owes me a lot of money." A vote would then be taken. Slips of paper would be passed around for the merchants to indicate just how much money Abel owed each man. These slips were then placed in a hat and the bankers would read off just how much Abel owed.

It might be found that Abel owed a good deal of money spread out among the different merchants, while with other merchants he might have a clean sheet. (Of course when the slips are placed in the hat the merchant does not put his name on it. Nobody knows just who the money is owed to.) The rating is then struck from the amount of money owing, of course taking into consideration the assets of each man. They have a list of over 640 names and a meeting is held three time a year.

Mr. Phillips was born in Selkirk, Man. and opened in store in Rosetown on August 1st, 1915.

The use of tables divided into various sections for displaying various smallwares is an important feature of the C. H. Phillips Hardware, Rosetown, Sask. These sections will be noted herewith containing various lines of kitchenware. The furniture stock has been entirely removed to the second floor where better attention can be given furniture customers. Modern display cases, wall fixtures, etc., are noted throughout the store and some interesting plans adopted by this firm are outlined in the article herewith.

WESTERN CANADA NOTES

Lacombe, Alta.—Horncastle's Bazaar is a new store just opened at Lacombe, Alta.

ELECTRICAL APPLIANCE DEALERS ENTER PROTEST

Winnipeg.—Vendors of electrical appliances in Winnipeg are in arms against the civic electrical bylaw which, it has been asserted, has increased the cost of wiring nearly 30 per cent., and which, they charge, has interfered seriously with their business.

A committee from the electrical industries, with J. G. Smith as secretary, informed the civic public safety committee that twenty installations in September, 1920, averaged $19.40 each, and twenty in September, this year, averaged $45.33 each, and this in face of lower material costs of 20 to 25 per cent. The delegation said it had a list of persons who had definitely decided to purchase electrical apparatus, but who had not proceeded with the purchase because of the high cost of wiring. It was recognized that the bylaw was framed to minimize danger to life and property, but accidents resulting from installations under the old bylaw did not seem to justify the increased cost under the new one.

A suggestion was made that it should be possible to revise the bylaw so as to reduce this cost materially.

During discussion by members of the civic committee it was suggested some arrangements might be made whereby such installations might be paid for on the instalment plan as in the case of purchase of apparatus.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

PRICE developments of varying importance are again prominent on the current hardware markets. Changes involving a decline in quotations appear on poultry netting, screen wire cloth, soldering coppers, dull Canada plates, carpenters' braces, force cups, the steel disc wheel auto coaster waggons, Crown and Sturdy sprayers, Columbia "bell-ringer" batteries, and also the Every-ready line of "unit" cells for flashlights. Copper bull rings, and some lines of hat and coat hooks are quoted at reduced levels this week.

Other price revisions representing an upward trend appear on certain grades of automobile lubricating oils, fuel oil, lubricating greases, and paraffine wax. These changes are a direct reflection of the recent higher prices on crude, and the firm tone of the primary oil markets generally. Turpentine prices again show further advances, after fluctuating trends extending over many weeks.

Through a change in the differential between Queens' Head and the Fleur-de-Lis brands of galvanized sheets, quotations on the Queen's Head are lowered 25 cents per 100 lbs. Although there has been no revision in the list prices on the 30-gallon standard range boiler, yet price shading on this size has again developed in some quarters, through the combined influence of surplus stocks, and the anxiety to reduce them prior to the winter season.

Business continues to be fairly active, with conditions generally holding the recent degree of improvement. Several lines of German made cutlery have recently been offered on the Canadian markets. In some cases these have been accepted; but other dealers have declined to handle these foreign products, in spite of the lower prices.

MONTREAL MARKETS

MONTREAL, November 3.—Price changes of varying extent and importance have again developed on the current hardware markets this week. Among the revised quotations noted are, dull Canada plates; the Queen's Head brand of galvanized sheets; carpenters' braces, and force cups; all of which have registered lower price levels. On the other hand, advanced quotations are recorded on lubricating greases and paraffine wax, thes eproducts reflecting the recent higher tone of the primary oil markets.

The discount on spades, shovels and scoops has been revised to 55 per cent. off list, thus lowering these lines approximately 20 per cent. This was pointed out in the general market summary last week, and the revised discount was also shown on the current quotation pages. This change was followed by a decline in handle prices.

The reduction in sheets is attained through altering the differential between the Queen's Head, and Fleur-de-Lis brands. Although there has been no revision in the list quotations on the 30-gallon range boiler, yet price shading on this size can be obtained through some of the wholesale houses. An improvement in this condition is generally looked for as soon as surplus stocks of these products are reduced. Business continues to be fairly active; and although winter goods are still backward in many cases, yet current sales are stated as altogether satisfactory.

PARAFFINE WAX AND GREASES ADVANCE IN PRICE

Montreal

The marked advance in the quotations of crude oil is reflected on both paraffine wax and greases. Wax quotations show a price increase of one-half cent per pound, while greases are advanced approximately one cent on the various grades.

COPPER AND BRASS GOODS PRICES ARE MAINTAINED

Montreal

With copper on the primary markets reported much quieter this week, prices are remaining steady The recent increased demand and upward price trend seems to have spent itself, but producers seem satisfied and are awaiting the next buying movement. The improvement is also expected to continue, but will in all probability be gradual. Brass is in a satisfactory position, but buying in this metal is also light. The finished products, namely sheets, rods and tubing, are unchanged in price this week, apparently awaiting the next move of metals in the primary stage. Following are present quotations:

	Base.
BRASS—	
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier lb.	0 32
Plain tinned, 16 oz. and heavier, lb.	0 38
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34
Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.	

LUBRICATING OILS STILL HOLD IN PRICE

Montreal

Although crude oil has shown the necessary advance for a corresponding increase in the prices of lubricating oils, these are so far remaining unchanged. Coal oil and gasoline were both advanced in price two weeks ago, and these are followed by higher quotations on wax and greases this week. Dealers state that advanced prices on all lubricating oils at any time would not be surprising, as the market continues very firm.

IRON AND STEEL PRICES ARE MAINTAINED

Montreal

While the tendency of iron and steel bars is not to the extent of firmness that is shown in the sheet market, quotations on the various lines remain firm. No actual price change is yet in sight. Following are present prices:

Common bar iron, 100 lbs.	3 00	3 25
Refined iron		4 90
Irish finish machinery steel		3 45
Mild steel	3 00	3 40
Single reeled machinery steel	5 00	5 25
Band steel	3 00	3 40
Spring steel		6 00
Sleighshoe steel	3 00	3 40
Tire steel	3 00	3 60
Toe calk steel	4 00	4 30
Harrow tooth steel. per lb.		3 55
Mining tool steel per lb.		0 22
Black Diamond tool and cast steel, per lb.		0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

CANADA PLATE PRICES ARE REDUCED

Current quotations on dull Canada plates are reduced 20 cents on each of the different quantity boxes.

Queen's Head galvanized sheets also have lower prices through a change in the differential, and these are now quoted 25 cents per 100 pounds less on all gauges.

These two price changes, however, do not denote the trend of the sheet market in general, and the firmer tone prevailing in recent weeks still continues. There is a temporary shortage locally of the lighter gauges of galvanized iron, but stocks will in all probability be replenished in the near future. Stocks among the jobbing houses have been comparatively light during the summer months, and the increased business of the past few weeks caused supplies to become depleted in different quarters. Orders for replenishment are expected within the next week or so before any shortage is felt.

BLACK SHEETS

10 gauge	4 30 to 4 65
12 gauge	4 40 4 75
14 gauge	4 50 4 85
16 gauge	4 60 4 95
18-20 gauge	4 80 5 20
22-24 gauge	4 90 5 35
26 gauge	4 95 5 40
28 gauge	5 00 5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.

10¾ oz.	6 85 7 75
28 gauge	6 45 7 35
26 gauge	6 15 7 00
22-24 gauge	5 95 6 75
20 gauge	5 80 6 60
18 gauge	5 80 6 50
16 gauge	5 70 6 50
14 gauge	5 60 6 50
12 gauge	540 6 50
10 gauge	5 30 6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
18-20 gauge	6 35	6 50
22 gauge	7 05	6 65

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

	Box
20 x 28 x 100 lb. basis	$17 50
20 x 28 IC. 112s	18 00
20 x 28 IX. 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—

18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—

18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

GASOLINE AND COAL OIL PRICES HOLD

Montreal

Current quotations on both gasoline and coal oil are holding unchanged for the present, although it is stated in some quarters that a further revision in the near future is looked for. Prevailing prices on gasoline are 32½ and 35½ cents for the two grades, and coal oil is selling for 21 cents.

IMPROVEMENT IN SCRAP IS GRADUAL

Montreal.

The better feeling in the market for waste materials still prevails, but the development into actual sales is only progressing very slowly. Business is on a more active scale than during the quiet summer months, but dealers were hoping for a much more active period than is now showing. However, with open weather continuing during the present month, it is felt that much business will still be done before winter sets in. Prices on the various lines hold unchanged, although dealers state that quotations on some lines of iron and steel scrap are at present very low, and a revision to higher levels may be made in the very near future. Much depends, however, on the general conditions in the steel industry, in this regard. Following are nominal local quotations:

Automobile tires	0 75
Rubber shoes	0 02½
Yellow brass	0 05
Red brass	0 08½
Light brass	0 04
Scrap zinc	0 03½
Lead, heavy	0 04
Lead, tea	0 02½
Light copper	0 07¾
Heavy copper	0 10½
Wrought iron, R. Rd., No. 1 per gr. ton	10 50
Malleable scrap (ton)	10 50
Pipe scrap (ton)	7 00
Heavy melting steel	7 50 8 00
No. 2 busheling,	4 00
Boiler plate	8 00
No. 1 machinery cast	20 00

RANGE BOILERS STILL SELLING FOR $8.75

Montreal

Although the new list of prices on range boilers calls for the 30 gallon boiler to sell at $9.25, the quotation of $8.75 can still be found at a few jobbing houses. Anxiety on the part of these wholesalers to rid themselves of any surplus stock with the approach of the quieter months is responsible for the lower prices on the standard sized boiler. While this condition exists at present, manufacturers do not anticipate an unsettled market for any length of time, and as soon as these supplies run low, prices will be generally maintained. The buying movement is holding fairly well, jobbers reporting sales, while small, are quite satisfactory. Following are prices on the various sizes:

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
52 gallon	21 00	26 00
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00

WIRE NAILS SELL AT $4.25 BASE

Montreal.

No further change has been made in the price of wire nails since the revision to $4.25 base made in September. The buying movement is being fairly well maintained considering the season of the year, a fair amount of building construction under way before colder weather commences. Cut nails also show no change, the base price remaining at $4.85.

POULTRY NETTING AND WIRE CLOTH HAVE NEW PRICES

Montreal.

Revised prices on poultry netting, and also on screen wire cloth, are announced just as the current issue of Hardware & Metal is ready for the press. The quotations on poultry netting for spring booking show a discount of 15 per cent, off list: while the new price on screen wire cloth is $3.0 per 100 sq. ft.

FAIR AMOUNT OF BUSINESS IN CORRUGATED SHEETS

Montreal.

The sales in corrugated sheets have been reported as very irregular all season, and this is apparently continuing; for while last week a falling off in buying was noticeable, business is said to be again fairly active for the season of the year. The season is advancing, but with open weather continuing, jobbers are hopeful of a fair amount of activity during the whole of the month. There is little or no change in the market tendency of these sheets, and while flat sheets continue on their present standing, corrugated will remain with a showing of firmness List prices and discounts are as follows:

Corrugated.—

No. 28 gauge	7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

SPADES, SHOVELS & SCOOPS NOW COST LESS

Montreal

Following the trend of harvest tools, a reduction of approximately 20 per cent. is made on shovels, spades and scoops, through increasing the discount to 55 per cent of list prices, former discount being 45 per cent. off.

SHOVEL HANDLES AT LOWER PRICE

Montreal.

Accompanying the lower prices on spades, shovels and scoops, are new lower prices announced on the handles for these. The new quotation is $5.75 per dozen, former price being $6.75.

NO CHANGE IN WROUGHT PIPE

Montreal.

Wrought iron and steel pipe continues to sell under list No. 53, with no indication of a price revision in either direction at present. The recent firmer tone in other steel products has failed to have any effect on piping as far as price tendencies are concerned. List No. 53 will be found on current market pages.

FURTHER REVISION IN PRICES OF CARPENTERS' BRACES

Montreal.

Following the reduction in quotations of carpenters' braces, announced in last week's issue, a further revision on many lines has again appeared of approximately 10 per cent. Stanley rules also show a corresponding price decline.

TORONTO MARKETS

TORONTO, Nov. 3.—Another lengthy budget of price developments has been recorded on the current hardware markets. Changes representing a decline in quotations appear on poultry netting; screen wire cloth; soldering coppers; the steel disc wheel auto coaster waggon; Crown sprayers; Columbia bell-ringer batteries; Sturdy sprayers; and the Ever-ready unit cells for flashlights. Through a change in the differential between different brands of galvanized sheets, the quotation on the Queen's Head are slightly lower.

Other prices revisions involving an upward trend to the market prices affect such products as, grindstones; Polarine motor oils; and fuel oil. The oil markets are generally firmer, and these changes are a direct reflection of the recent higher prices on crude.

There has been some reported shading in price on the 30-gallon standard range boiler, but this situation is chiefly attributed to the desire in certain quarters to reduce stocks prior to the winter season. Quotations on copper and brass goods, such as tubing, rods, and sheets, are still marking time at the lower levels recently announced. Bar iron and steel prices are holding unchanged, with a firm undertone to these markets, but with a slight recession in the volume of active demand. The slightly better tone in boiler tubes, is described as not meeting expectations for this season of the year.

LEAD & ZINC PRODUCTS REMAIN FIRM

Montreal

Prices on lead and zinc products remain on a steady to firm basis following the trend of metals, chief in their manufacture, on the primary markets. This week there is very little change recorded in these metals either in price or market tendency. They have improved in recent weeks bringing the finished products to a firmer standing. Solders are said to be firmer than other products at present, with a change in prices thought likely at any time. Buying continues on a fair scale, but only in smaller orders. Following are existing prices:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11½
Do., broken lots	0 12

LOWER PRICES ON FORCE CUPS

Montreal.

A reduction is announced on both the Simplex and the Handy Andy force cups, and following are new quotations:

FORCE CUPS—	Simplex.	Handy Andy.
No. 1, dozen	5 20	4 20
No. 2, dozen	6 35	5 20

FITTING DISCOUNTS HOLD UNCHANGED

Montreal

Cast iron and malleable pipe fittings have seemingly settled on a steady market, with no marked change recorded in discounts for a few weeks past. Buying in the various lines continues more or less irregular, but fairly satisfactory. Present net prices and discounts are as follows:

FITTINGS—	Per Cent.
Cast iron fittings	25
Bushings, cast	27½
Do., malleable	25
Flanges	37½
Plugs	27½
Flange unions	22½
Malleable unions	42½
Dart unions, black	29
Do., galvanized	8
Nipples, ⅛ to 4 in., close and short	50
Do., long	60
Do., 4½ to 8 in., close and short	40
Do., long	50
Couplings, 4 in. and under	30
Do., 4 in. and longer	10

POUND GOODS—	Blk.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

INGOTS REMAIN UNCHANGED ON STEADY BASIS

There is no special feature attached to the ingot metal markets this week, with prices generally showing little change. Business continues in fair volume but is quieter than is general for October. Locally there will probably be a little further activity this month in view of the approaching close of navigation.

SPRING BOOKING PRICES ON SCREEN WIRE CLOTH

Toronto.

New lower prices for Spring booking now appear on screen wire cloth. The downward revision in this respect now brings quotations on this product to a base of $3.00 per square feet.

POULTRY NETTING QUOTATIONS NOW UNDER REVISION

Toronto.

Reduced quotations are reported as imminent on poultry netting. The extent of this contemplated decline had not been definitely decided upon at the time of going to press, but it is expected to vary 10 to 20 per cent The actual new quotations for spring booking are likely to appear in the next issue of Hardware & Metal. It is reported, however, that this change will lower prices on poultry netting to list, less 10 per cent. There are intimations that the downward revision may be even more drastic, and as much as 12½ per cent. may be quoted, but as stated above, the final decision in this connection is not yet to hand.

GERMAN CUTLERY LINES APPEAR IN CANADA

Toronto.

A number of lines of German made cutlery have recently been offered on the Canadian markets. In some cases these have been accepted, while other dealers have declined to handle this class of foreign made product. One of the chief features regarding the appearance of German manufactured articles of this description is their comparatively low prices.

OIL STOVES BEING SOLD BY WAR DISPOSAL BOARDS

Toronto

It has been pointed out that some substantial quantities of oil stoves and heaters have recently appeared on the Canadian markets, which are surplus stocks being sold through brokers and others by Government War Material Disposal Boards. Huge accumulations of various hardware commodities are gradually being offered through British and French Government sources to world markets, including Canada and the United States. In many cases, also, these materials are generally offered at much lower quotations than the current market prices. Oil stoves are stated as being among the articles disposed in this manner, and the vanguard of this influx has already been experienced on the domestic markets.

SURPLUS WAR STOCKS OF SHOVELS AFFECT PRICES

Toronto.

Referring to the new lower quotations on spades, shovels, and scoops, it is stated that Canadian manufacturers of these products have been practically forced to reduce their prices, owing to foreign competition, coupled with the appearance on the market of surplus was stocks. In this respect, it is noticeable that the recent change—which was ennumerated in last week's issue of Hardware & Metal—constituted the second downward revision in prices on the domestic markets during the last three months. Furthermore, in each case the altered quotations registered substantial declines, the last drop amounting to almost 20 per cent. It has been pointed out that only strong influences of the nature described above would cause such repeatedly severe price cuts on these otherwise stable hardware products.

"BELL-RINGER" BATTERIES REDUCED IN PRICE

Toronto.

Some styles of batteries are shown with reduced quotations this week, among them being the Columbia "Bell-Ringer" This line is now priced at 90 cents each, compared with the previous level of 98 cents.

REVISED DIFFERENTIAL ON GALVANIZED SHEETS

Toronto.

Through a change in the differential between Queen's Head and the Fleur-de-Lis brands of galvanized sheets, the Queen's Head are now quoted 25 cents per 100 lbs. lower on all gauges.

REDUCED BASE PRICE ON SOLDERING COPPERS

Toronto.

A substantial decline is now announced in the base price on soldering coppers. The new quotation is 35 cents per lb.

DISCOUNTS ON CANADA LINE OF FILES

Toronto.

The discounts on the Canada line of files, including the Globe, Kearney & Foot, and other makes of equal quality are quoted at 60 and 5 per cent.

GRINDSTONE PRICES ALSO SHOW REVISION

Toronto.

New prices appear on practically all the different sized faces and weights of grindstones, and the revised levels are slightly higher. The new quotations follow:

GRINDSTONES—	Per Cwt.
Under 40 lbs. weight—	
Smaller than 2-inch face	5 25
Two inch and over	4 50
40 to 80 lbs. weight.	
Under 2 inch	4 75
2 inch and over	4 25

REVISED QUOTATIONS ON SOME AUTO COASTERS

Toronto

Revised quotations are now anounced on the Auto coaster wagons with the steel disc wheels, the new prices effective of these products being as follows:

AUTO COASTER WAGONS—	
No. 10, each	5 70
No. 20, each	6 35
No. 30, each	7 00

FURTHER ADVANCES IN FUEL OIL PRICES

Toronto.

The continued strength of the oil markets generally, coupled with a further advance in the price of Pennsylvania crude oil, has resulted in a further advance in quotations on fuel oil. The increase, this time, however, is comparatively slight, amounting to three-fifths of one cent per gallon. Prices now prevailing, are therefore, as follows:

FUEL OIL—	
Per barrel, net	$0 11.60
Tank wagons, net	9.10.60
Tank cars, net	0.09.60

POLARINE QUOTATIONS SHOW TEN CENT INCREASE

Toronto.

Polarine motor oils have now been increased ten cents per gallon on all grades, with the exception of Polarine transmission oil, which only registers a 5 cent advance. The higher prices are generally attributed to the continued strength of the oil markets combined with recent price gains on primary centres. The revised quotations on Polarine follow:

POLARINE—	
Per gallon, list	1 15
Medium grade, list	1 15
Heavy grade, list	1 15
Ex-Heavy, list	1 50
Less 25 per cent.	

NEW LOWER QUOTATION ON CROWN SPRAYERS

Toronto.

A reduction of 50 cents per dozen is announced on the Crown line of sprayers. The new quotation is $7.50 per dozen.

STURDY POTATO SPRAYERS ALSO QUOTED LOWER

Toronto.

The Sturdy line of potato sprayers is now quoted at $5.50 per dozen; which level is a fifty-cent reduction from the previous price of $6.00.

EVEREADY UNIT CELLS ALSO COST LESS

Toronto.

The Unit Cell battery, which is the latest Eveready idea for refilling flashlights and electric pocket torches, has also been slightly reduced in price. The revised quotation is 20 cents each net.

REPORTED SHADING IN RANGE BOILER PRICES

Toronto.

Current business in range boilers is now of a spasmodic nature, with sales generally light It has been reported that some dealers with fairly heavy stocks on hand of the 30-gallon size, have been quoting easier levels as a leverage in order to reduce their holdings prior to the winter season. How far this situation has developed, is difficult to ascertain, but in local circles the standard list price of $9.25 is generally being maintained. Following are the prevailing quotations:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$ 9 25	$ 11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00
144 gallon		76 00

PRICES OF COPPER GOODS STILL MARKING TIME

Toronto.

With the quotations governing copper on the primary markets now holding at a steady level, the current prices on copper and brass goods likewise continue to mark time. The easier quotations recently recorded on copper and brass rods, sheets and tubing, remain unchanged, with prevailing trade in these markets reported to be registering signs of slight improvement in general business conditions The average prices generally in effect, follow:

BRASS—	
Sheets, base, per lb.	$ 0 22
Rods, base, per lb.	0 20
Tubing, base, per lb.	0 25
COPPER—	
Rods, base per lb.	0 26
Soft sheets, plain, 16 oz. and heavier, lb	0 28
Do., plain tinned 16 oz. and heavier, lb	0 35
Do., polished and tinned 16 oz. and heavier, lb.	0 40
Tubing	0 27

DECLINE IN PRICES ON COKE TIN PLATES

Toronto.

Reduced quotations are now given on coke tin plates, the extent of the decline being approximately 5 per cent. This change brings prices on these products to the following levels:

PLATES, CANADA—	Per box
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 sheets	16 00
IX, 20 x 28, 112 sheets	19 00
1X, 20 x 28, 56 sheets	12 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

BAR IRON & STEEL PRICES HOLDING UNCHANGED

Toronto.

There appears to be a lull in steel buying generally; the apathetic attitude of consumers arising from the fact that recent reports of advances in the prices on various steel products, such as bars and sheet bars, haven't resulted in stimulating sales to any great degree. On the other hand, shapes and bars continue to show weakness on the primary markets when faced with the presence of desirable tonnage. The local markets are reported as fairly firm, with quotations generally unchanged at the following levels:

IRON and STEEL—		
Mild Steel bars, base	3 25	3 50
Mild steel bands, 3-16 in. base	3 75	4 00
Bar iron, base	3 25	3 50
Angle iron, base	3 35	3 60
Horseshoe iron		4 10
Tire steel	4 70	5 95
Spring steel	9 50	.11 5[illegible]
Crucible cast sheet steel	30 00	.35 00
Mining drill steel		18 50
Cast tool steel, high grade	20 00	23 00
Cast tool steel, medium	20 00	23 00
Sleigh shoe steel	4 10	4 50
Hoop steel	4 50	4 75
Toe caulk iron	5 40	6 40
Norway iron		15 00

LEAD AND ZINC GOODS HOLDING THEIR OWN

Toronto.

Conditions in the lead and zinc markets remain generally unchanged, and these products are described as just "holding their own." Prices have remained steady for some weeks, and this is attributed to the fact that stocks have been thoroughly liquidated, and quotations are considered as being down to rock-bottom. The position and developments on the primary material markets re-act, from time to time, in lead and zinc products. Following are the prevailing quotations on these goods:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 29
Do., strictly, lb.	0 22
Do., commercial, lb.	0 20
Do., guaranteed, lb.	0 24
Do., wiping, lb.	0 20
Zinc sheets, per lb.	0 13

SLIGHTLY BETTER TONE IN TUBE MARKETS

Toronto.

Quotations on boiler tubes remain nominally unaltered, with the average range of prices generally being maintained to care for current business. The weakness in this market has now subsided to some extent, and although there

is no marked revision in demand for this class of tubular products, yet the recent improvement throughout the steel industry generally is reflected in the better undertone in tubes. Production of semi-finished steel products has recently increased, together with a better demand. This recovery has not been featured to any extent in the boiler tube markets, but a gradual expansion of inquiry is now looked for with the approach of the winter season. Following are the local prices on tubes generally prevailing:

BOILER TUBES—

	Seamless.	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	50 25

TONE IN CORRUGATED SHOWS IMPROVEMENT

Toronto

While the average demand for corrugated sheets does not contain any development of a marked nature, yet the undertone has recently improved owing to the firmer basis on primary sheet circles. With the slight price advance on plain galvanized sheets, and a general improvement all through the steel industry—both as regards the percentage of production, and the volume of inquiry—quotations on corrugated sheets are now more firmly held. No further revisions have been recorded, and although the seasonal demand is drawing to a close, the tendency towards easier prices on corrugated is not so pronounced, in spite of the quieter period in this class of trade now approaching. Following are the unchanged quotations:

Corrugated—	
No. 28 gauge	$7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

SCRAP MATERIALS SHOW SIGNS OF RECOVERY

Toronto

Scrap metals have been in fair movement. Some dealers increased their prices considerably recently on copper and composition scrap, purchasing on a purely speculative basis, but this faction has now retired from the market. White metals are quiet. Lead has been in movement; but type metals are dull.

Iron and steel scrap grades have taken on a little brighter appearance during the past couple of weeks, but prices have remained unaltered.

The scrap rubber market is still in the same position as it has been for some months.

The following averages of dealers' buying prices for large quantities, f.o.b. Toronto, are more or less nominal:

WASTE MATERIALS—

Scrap Iron

Gross Tons—		
Heavy melting steel (Hamilton)	9 50	10 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	5 50	6 00
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 00	16 00
Stove plate	11 00	12 00
Grate bars	10 00	11 00
Standard car wheels	13 50	14 00

Scrap Metals.

Heavy copper and wire	9 25	10 00
Light copper	7 50	8 00
No. 1 composition	8 00	8 50
No. 1 comp. turnings	6 00	6 50
Light brass	3 00	3 50
Heavy yellow brass	5 00	6 00
Heavy lead	3 75	4 00
Tea lead	2 00	2 50
Scrap zinc	3 50	4 00

Scrap Rubber

Boots and Shoes	2 00	2 50
Lumbermen's Rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

INGOT METAL MARKETS HOLDING UNCHANGED

Toronto.

While prevailing quotations on the various metals in the primary ingot markets show repeated signs of fluctuation, yet these current changes are not generally considered of sufficient importance by prominent domestic distributors of metals, to cause them to make any marked revision, as yet, in prices quoted on the local markets.

LONDON MARKETS

LONDON, November 2,—Price changes on the current hardware markets are not numerous this week, but the revisions that have come to hand include increased discounts on spades, shovels and scoops, thus bringing these quotations to a lower level. Other price revisions cover one line of hat and coat hooks, and also copper bull rings.

Turpentine again attracts marked attention, two advances having been recorded during the past few days. The initial increase of 2 cents per gallon, was followed by another rise of 5 cents, making quotations in all seven cents higher than formerly.

Collections continue good. Business in this district is reported as brisk; and merchants generally are anticipating a further degree of improvement with the arrival of cooler weather.

TURPENTINE REGISTERS TWO PRICE ADVANCES

London, Ont.

Turpentine quotations have registered two advances during the past few days. The initial increase recorded was to the extent of two cents per gallon, which was followed by another rise of 5 cents, thus making a total advance of 7 cents. The prevailing prices reflect this higher level, but some fluctuations are looked for in the near future, which may cause a slight recession from these new figures. The revisions follow:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 22
2 and 4 barrel lots	1 21
5 gallon lots	1 37

NO LARGE PURCHASES OF LINSEED OIL

London, Ont.

There is very little evidence of quantity buying in linseed oil at present, and there is a lack of interest shown by the large consumers except as regards current requirements. Prices still remain at the new lower levels announced last week, which are inserted below.

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per Imp. gal.	0 87	0 90
3 to 5 bbls., per Imp. gal.	0 86	0 89
6 to 9 barrels., per Imp. gal.	0 84	0 87

Less barrels add 15 cents gallon.

NEW DISCOUNT ON SPADES SHOVELS AND SCOOPS

London, Ont.

A reduction of almost 20 per cent has now been made in the quotations on shovels, spades and scoops. The new discount is 5 per cent., compared with the previous figure of 45 per cent. The last change in prices on these products occurred during the summer months, when a similar alteration of 10 points was made in the discount list.

The following are the new net prices on some of the good selling lines, figured at 55 per cent. off list:

SPADES AND SHOVELS—

Black Cat or Star, doz.	$11 80
Fox or Olds, doz.	12 25
Bull Dog or Jones, dozen	14 05

These prices are for polished. The black finish are one dollar per dozen less.

SCOOP SHOVELS—

	Black Cat.	Moose.
No. 2, dozen	14 40	15 53
No. 4, dozen	15 10	16 23
No. 6, dozen	15 80	16 93
No. 8, dozen	16 50	17 63
No. 10, dozen	17 20	18 33

HAT AND COAT HOOKS HAVE REDUCED QUOTATIONS

London, Ont.

Some lines of hat and coat hooks have been reduced in price this week. The revised quotations on these products follow:

HAT AND COAT HOOKS—

No. 102, A C or D B finish, dozen	0 85
No. 103, " " "	1 00
No. 104, " " " "	1 15

FURTHER REDUCTIONS ON COPPER BULL RINGS

London, Ont.

New lower quotations are now in effect on copper bull rings. The revised prices announced this week are as follows:

COPPER BUL LRINGS—

No. 22½ x 2½, plain, dozen	$3 75
No. 72½ x 2½ self-piercing, dozen	4 25
No. 52½ x 2½, heavy self-piercing, doz.	5 50
No. 203½ x 3½, Giant, doz.	18 50

GOOD SALE FOR PUTTY

London, Ont.

There is reported to be an excellent demand for putty at the present season of the year, with prices holding unchanged since the revisions which took place during September. Following are the current quotations;

PUTTY—

Standards, 100-lb. drums, per 100 lbs.	6 30
Standard, 25 lbs., per 100 lbs.	6 55
Pure, 100 lb. drums, per 100 lbs.	7 80
Do., 25 lb drums, per 100 lbs.	8 05

SKATES AND HOCKEY STICKS NOW GO FORWARD

London, Ont.

A fair proportion of booked orders for ice skates and hockey sticks are now going forward. These shipments are not in large quantities, but the orders are numerous. Following are current quotations:

SKATES—(Starr makes) quoted at list less 30%

HOCKEY STICKS—

Special seconds, doz.	3 25
Dominion Special, dozen	4 10
Hespler Special, dozen	6 00
Spalding, No. 0, dozen	8 75
Munro Professional, dozen	9 50
Munro Hand Made, dozen	13 50

IMPROVED DEMAND FOR AUTO TIRE CHAINS

London, Ont.

Dealers now report that there is an improved remand for automobile tire chains. Quotations on these products remain unchanged at the following levels:

Weed and Rid-O-Skid list less 25 per cent.

In lots of 1 dozen pair in one shipment list less 33 1-3 per cent.

HAND SLEIGH ORDERS NOW GOING FORWARD

London, Ont.

Booked orders for hand sleighs are now going forward, in anticipation of the annual seasonal trade in these lines. Prices remain at list, less 35 per cent.

WHITE LEAD IN OIL SALES ARE NOW MODERATE

The mild weather has recently assisted in the current sales of white lead in oil. At present, however, sales are usually in small quantities only. Following are the unchanged quotations:

WHITE LEAD IN OIL—

	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

WINNIPEG MARKETS

WINNIPEG, November 2,—Price changes this week are not so numerous, but comprise both increases and declines. The principal downward revisions are harvest tools, boat and bridge spikes, jack chain and Gem hat and coat hooks. Reduced prices are also recorded on wagon and carriage hardware.

English cutlery is costing 20 per cent. more. Iron and steel markets are very firm. Wrought iron pipe also remains unchanged. On the whole prices are beginning to steady and it is thought that fewer reductions will be made during the next month.

DECLINE IS ANNOUNCED ON HARVEST TOOLS

Winnipeg.

A reduction of 10 per cent. has been made in the prices on harvest tools this week. The discount quoted now is 60 per cent. off list prices.

REVISED PRICES ON BOAT AND BRIDGE SPIKES

Winnipeg

New prices are given on boat and bridge spikes this week. Following are the revised quotations:

BOAT AND BRIDGE SPIKES—

¼ x 4 inch, per 100 lbs.	9 30
¼ x 6 inch, per 100 lbs.	9 00
5-16 x 5 and 6 inches, 100 lbs.	8 55
⅜ x 6, 7 and 8 inch, 100 lbs.	7 75
½ x 8, 9, 10 and 12 inch, 100 lbs.	7 50
⅝ x 10 and 12 inch, 100 lbs.	7 50
¾ x 14 inch, 100 lbs.	7 50

FIRMER UNDERTONE IN SHEET MARKETS

Winnipeg

The undertone of the market on sheets continues very firm, but prices locally remain unchanged. It is expected however, that a change to higher prices will possibly be made in the near future, as higher prices are announced at the mills. Stocks are low at the present time, and importers do not anticipate making any change in their prices until further stocks are received.

The prices now in effect are as follows:

SHEETS—

	Black.	Galvanized.
	Per 100 lbs.	
10 gauge	5 70	....
12 gauge	5 70	....
14 gauge	5 80	....
16 gauge	5 90	6 75
18 gauge	6 30	6 90
20 gauge	6 30	6 90
22 gauge	6 35	7 05
24 gauge	6 35	7 20
26 gauge	6 40	7 50
28 gauge	....	7 80
10¾ oz.	....	8 20

LOWER PRICES APPEAR ON JACK CHAIN

Winnipeg.

New lower prices are recorded this week on Jack Chain. Following are the new quotations:

IRON JACK CHAIN—

	Single.	Double.
7	1 10	1 40
8	0 95	1 15
9	0 90	1 05
10	0 80	0 95
12	0 65	0 72
14	0 55	0 60
16	0 48	0 53
18	0 40	0 48
20	0 20	....

BRASS JACK CHAIN—

	Single.	Double.
10	3 50	4 75
12	2 30	3 20
14	1 60	2 05
16	1 00	1 32
18	0 70	0 90
20	0 55	0 72
22	0 55	0 72
24	0 55	0 72

PERFORATED ZINC COSTS ADVANCE ONE CENT

Winnipeg.

An advance of one cent per pound is made in the price of perforated zinc this week. Sizes 1/16 in. and larger are now quoted at 28 cents per pound.

WROUGHT PIPING HOLDS

Winnipeg.

The movement of wrought iron pipe is still slow although prices have declined considerably since the first of the year. No further change is anticipated however for some time. The present prices are as follows:

WROUGHT PIPE

	Black.	Galvanized.
	Per 100 feet.	
⅛ inch	6 25	8 50
¼ inch	4 96	7 48
⅜ inch	5 10	7 63
½ inch	6 56	8 50
¾ inch	7 90	10 10
1 inch	11 27	14 53
1¼ inch	15 25	19 67
1½ inch	18 25	23 50
2 inch	24 55	31 65
2½ inch	38 80	50 00
3 inch	50 80	65 45
3½ inch	65 50	83 20
4 inch	77 60	98 50
4½ inch	88 85	113 20
5 inch	103 60	132 00
6 inch	104 40	171 25

ADVANCE IN PRICES OF ENGLISH CUTLERY

Winnipeg.

Pocket knives and several other lines of English cutlery are higher priced this week, and the extent of this advance is approximately 2 per cent.

"GEM" HAT AND COAT HOOKS NOW COST LESS

Winnipeg.

New lower prices are quoted this week on hat and coat hooks.

The revised quotations are as follows:

COAT AND HAT HOOKS—

	Per Gross.		
	Coppered.	Brassed.	Japanned.
2½ in.	1 15	1 60	1 30
3 inch	1 30	1 70	1 40
3½ inch	1 60	2 00	1 70

Pittsburg Markets

PITTSBURGH, November 3rd.—On the whole, demand upon the steel mills has tapered off a trifle in the past week. There is no important decrease in buying but the change is noteworthy in that the continued improvement for three months has ended, though perhaps only for a very short time. The change does not necessitate a decrease in steel production, for while the appearance has been for months past that all the buying was for prompt shipment, the fact is that some of the mills have accumulated a little volume of business for the remainder of the year.

Indeed, the mills as a whole appear to be operating at a slightly better average rate than two or three weeks ago, despite the fact of the market being a trifle less active. The rate of steel ingot production seems to be close to 40 per cent., with the Steel Corporation operating at that rate or a trifle more, and the independents at somewhat below 40 per cent. Production of steel ingots in October was probably at about 35 per cent., against about 32 per cent for September, while at the low point last July production dipped just below a 20 per cent. rate.

Demand by Products

While the steel markets as a whole show slightly lessened activity, demand upon the pipe mills has continued to increase, particularly in standard pipe and oil country goods. In the latter, the increase will hardly be held as winter would naturally bring lighter demand. At long range view demand for structural shapes has been increasing, though it is still light relative to capac-

(Continued on page 56)

Paint Saves More Than It Costs

Principle Underlying the "Save the Surface and You Save All" Campaign—Original Conception of the Use of Paint to Make Things Look Pretty Now Being Replaced Through Spread of Correct Knowledge as to Paint Being An Agency for Preservation

"WHAT is Paint?" some interesting features regarding the development of paint. and the growth of the industry were pointed out in a recent address by Geo. B. Heckle, Secretary of the American Paint Manufacturers Association, at the exposition of Chemical Industries, held in New York City.

"The paint manufacturing industry was started many years ago, but up until three years ago, the average citizen believed, when he thought about it at all, that things are painted to make them look pretty," said Mr. Heckle.

Paint—A Sanitary Agency

"The erroneous conception of the purpose of painting has now, been corrected in the minds of a large and constantly increasing number of people. It is true that paint is a beautifier as well as a sanitary agency; but first and foremost it is an agency of conservation—"Save the Surface and You Save All"—and it is this fact, that it saves more money than it costs, that is the true and proper incentive for its large and constantly increasing use," said the speaker.

Now what is this commodity that beautifies while it protects—that conserves invested wealth out of all proportion to its actual cost?

"Any paint manufacturer and especially any paint technologist will realize that answer to the question, "What is paint?" is neither simple nor easy—ot somewhat resembles the question, "what is food?"

"The "Paint Catechism" answers the question as follows: "Any liquid or semi-liquid substance applied to any metalic, wooden, or other surface to protect it from corrosion or decay; or to give color or gloss, or all of these qualities to it." Thus far the definition is quoted from "Rustless Coating." It continues as follows: "More properly speaking, paint is a mixture of opaque or semi-opaque substance (pigments) with liquids, capable of application to surfaces by means of a brush or a spraying machine or by dipping, and of forming an adherent coating thereon."

Paint Coatings Preserve

"The definition of Webster's Dictionary is as follows: "A preparation of a pigment or coloring substance made by mixing with some suitable vehicle, as oil, water or varnish, and forming, when applied to a surface, an adhesive coating; also, the pigment or solid coloring matter alone, or a cake of it; as, a box of paints. Paints are prepared variously, often containing driers, as japans and thinners, as turpentine. Paints differ from dyes and stains is not being solutions, and in forming surfaces coatings which are commonly used to preserve as well as to color. Paint in which oil, especially linseed oil, is the vehicle is called oil paint. Such a paint usually differs from a varnish in that it dries by oxidization and so increases in bulk, while a varnish usually dries by evaporation and diminishes in bulk."

60% Paint Used On Buildings

"While no accurate figures are available it is probable that about 60% of the annual paint consumption is on buildings and other structures, and the remaining 40% on equipment, manufactured products, etc.

"One of the recent advertisements of the "Save the Surface" Campaign consisted of a list of over 1000 articles, structures, materials, on which paint is used. In this list, materials so widely different as wood, steel, concrete, appeared. It is obvious to the most casual thought that no simple definition could adequately describe a material intended for preservation or decoration of substances so diverse in chemical and physical qualities. Add to this patent fact the further consideration that the conditions of service are as diverse as the materials to be protected, and we realize that any adequate answer to the question "What is Paint?" involves technical knowledge of a wide and varied range. Advancing civilization imposes upon us needs that become more and more vaired and complicated.

"Up to the middle of the last century, paint was used largely as a decorative adjunct, the protection afforded being incidental. Up to that time also, the manufacture of paint was based on well-established traditional routine. Practically the only white pigment available was basic carbonate white lead. Practical the only available oil vehicle was linseed oil. Zinc oxide, lithopone, basic sulphate white lead, titanium oxide, China wood oil, soya bean oil, perilla oil, slumbered with the coal tar colors, in the womb of time.

Early Stages of Industry

"In such a stage of advancement, it is not surprising to learn that the painter ground his own lead and colors and that simple mixture of white lead and linseed oil supplemented by a few natural colors and lamp black satisfied all needs. Every country paint shop was a miniature paint factory, and men are still living who can remember the day, somewhat earlier, when every painter was his own varnish maker and the use of both paint and varnish was confined to the dwellings of the rich who wished to flaunt their prosperity.

"Life was too strenuous, materials for replacement were too abundant, and the art of the industry was too primitive for any other condition. The Dutch, however, long before had embodied their conviction in a proverb 'Good paint costs nothing,'—the legitimate answer of the slogan 'Save the Surface and You Save All.'

"Today, after we have depleted our natural resources and come to realize that iron does not grow in the ground, nor even trees in the forest, unless permitted to do so. We are coming to realize that in lieu of supplies that are not

SERVICE

CONFIDENCE

FAIR DEALING

Thanks Heartily!

A Public Acknowledgement of a Gracious Sentiment.

We are greatly indebted to the Fowler Hardware, Limited of Sudbury for the following interpretation of our Exclusive Agency Proposition in terms of results accomplished.

Mr. Lorne Fowler says:-

"We have been handling your products now for about seven years, and consider your line one of the most valued assets to our business.

"We have congratulated ourselves several times since that we were fortunate enough to secure your Agency. To quote the words of Mr. R. Dorsett, one of the largest Painting Contractors in town. 'Lowe Brothers Paints are the best I ever dipped a brush in. They also cover better and spread more evenly under the brush than any paints I ever used.'

"We can guarantee that any Hardware Merchant who is fortunate enough to get your Agency will greatly increase his Paint sales on a quality basis alone, to say nothing of your co-operation, which adds greatly to the sale of your line."

Can we say more about our ideals - policy and the fulfilment of our "claims"? We can't! So, in deference to our good friends Fowler Hardware, Limited, we publish their esteemed sentiment.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

inexhaustible we must conserve those we have or go without. The steel that has disappeared from a railway bridge or a plow-coulter as rust is gone forever. It is unavailable for the use of man in all eternity. The wood that has rotted or crumbled into dust is, for human use, as if it had never existed in the forest.

Paint Means Protection

"The concrete structure that has disintregated through electrolysis of enclosed steel or from the surface action of the elements, mingles with the debris of creation, irreclaimable and irrecoverable. But all of these materials and a thousand more can serve indefinitely, practically without deterioration, if systematically and sensibly protected by paint, and in this statment we have the true and complete answer to the question "What is Paint."

"The history of paint and varnish manufacture parallels the history of other great industries. First a traditional art handed down from father to son, then a rule of thumb, hit or miss practice stumbling through repeated failures to final success; and finally the advent of the patient research man, and the informed technologist who bring us to the plane of systematic, intelligent investigation, carefully controlled and duplicated practice.

"Not every paint or varnish plant of today employs a research man or even a chemist, but the knowledge leaks, the example spreads and the entire industry, as well as the consuming public benefits.

"Neither the paint nor the varnish of today have reached final perfection, but year by year these products serve better and better and better an increasing number of consumers.

"Why Is Paint?"

"The fuestion "What is Painnt" is to my mind of less practical importance to the consumer of paint than the question "Why is Paint?" The answer to this latter is what he really needs, for the good of his soul and the integrity of his pocket-book. For given the ownership, the investment of his money, in property of any kind, susceptible to preservation by surface coating, it is vital to him and vital to the conservation of the country's invested capital and its material resources that he should know and realize what paint is for and what it will do. If his clothing wears thin, so that it no longer adequately protects his body, contact with the elements will prompt him to renew his covering. But his property has no voice to remind him of its needs. Yet the same elements which would destroy him if his body were not constantly armed against them, will even more surely destroy his investment, if it be not as carefully and constantly protected.

"All honest paint is good paint, and the worst of it, with special exceptions, better than no paint. Take from the resources of the manufacturer and the ultimate command of the consumer the 65,000 or 80,000 tons of zinc oxide, the 30,000 or 50,000 tons of sublimed white lead, the 85,000 or 100,000 tons of lithopone, yes, even the 100,000 or 125,000 tons of inert pigments bartyes asbestine, annually consumed in the paint industry; take away from him and the varnish manufacturer the vast imports of oriental oils and you would doom much valuable property to certain destruction in the near future. If the paint manufacturer can make, as we know he can, highly serviceable paint out of any or all of these materials, he is doing well his "bit" in the service of civilization."

Setting Quotas Aids Paint Business

Monthly Quota Followed by Daily Quota a Good Way to Develop Active Paint Trade—Fall Painter Wants Quick Action—Price Argument in Retailers' Favor

A VALUABLE suggestion in connection with plans for doubling paint trade in 1922 was given by the speaker at a recent convention. He said in part;—

"The big objective for 1922 will be successful only if we conceive the job with the utmost care for the parts in which the battle of 1922 will necessarily be divided. We must get down to quotas. First the quota by the calendar. If we make January the best January we ever had, and February the best February we ever had, and March the best March we ever had, and so on through each month of the year, 1922 will necessarily be the best year we have ever had. But we must divide even more finely than by months. The only way to make January and March the best of all January's and March's, will be to make each day of January and each day of March better than any corresponding day in the previous January's and March's."

Fall Painter Wants Quick Action

In discussing with a number of retailers, manufacturers and salesmen prospects for future paint trade, a number of interesting points have been brought to the attention of Hardware and Metal. The requirements this Fall are extensive and varied. While it is true more property is receiving protection each year, there are still a great many whose homes and other buildings—rural and urban—have been neglected. An important fact to keep in mind is that the fall painting season is not long and when a man decides to paint he wants to paint quickly and he will expect good service from the merchant. It is therefore important to see that a well assorted stock is kept available.

Price has been an important question in retail merchandising of late, and recent further reductions in paint prices should therefore prove of considerable help this fall. The present price of paints and varnishes allows of adequate protection being given property at reasonable cost. The value of using paint is obvious and when the price is right there should be little argument in selling a customer. These price reductions provide a good argument against the use of cheaper grades of paint which bring nothing but dissatisfaction and trouble to both customer and merchant. There is just as much difference between the appearance and durability of poor and good paint as there is between cheap grade and best quality shoes.

Who Are Prospects?

Now is the time when it is necessary to go out and push the sale of paint and varnish. At this time of year people must be educated to the use of these lines, and a little convincing talk to some good prospects should bring in a good deal of paint and varnish trade. Both employed and unemployed are prospects for paint business, but the former will probably prove to be the better class of customer as the latter will not undertake anything but a little work around the house with specialties, in order to occupy his spare time. But there are lots of vocations regularly employed whose money goes farther under these conditions than it formerly did. Such trades as the policeman, barber, clerk, lawyer, dentist and many others who are on the job working, who take a pride in their property and who are therefore good prospects for paint and varnish. Have a definite proposition ready before approaching him.

A coat or two of good paint in the fall is the best property protection for a severe winter. Automobiles will be repainted by the handy motorist during the cold weather and the motorist who will be driving his car all winter will want to see that it is properly protected against the snow and rain. Screens should be painted before put away for the winter, and the storm windows may need a coat of paint before being put up this fall.

HILLCREST
A GUARANTEE OF QUALITY

HILLCREST COLORS in OIL

There is considerable unemployment at present. As you probably know, when there is unemployment more paint is sold; men put in their spare time working for themselves. Beside this class of painters there is the "general handyman" that keeps his house in prime condition all the time. These men do the outside work in summer and work on the inside walls, floors, trim, etc., in the winter time.

For such men, a selection of Hillcrest Colors in Oil furnishes the foundation for a working equipment of paint. Ask the Hillcrest Salesman about Colors in Oil.

We Also Manufacture

Hillcrest Colors in Oil; Colors in Distemper; Colors in Japan; Porcelain White Enamel; Ebony Black; Spanish Enamel; Bath Enamel; Motor Car Enamel; Paste Filler; Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Outside Gloss White; Inside Flat White; Aluminum Paint; Carriage Paint; California Gold Paint; Graphite; Machine Paint Liquid; Orange Shellac; White Shellac; Oil Stain; Varnish Stain; Shingle Stain; Cottage Shingle Stain; Varnishes—all kinds; Pure Lead; Bronzing Liquid.—All with the Hillcrest labels as having the Hillcrest guarantee of quality.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

Watch For Our Semi-monthly Bulletin Next Saturday

Weekly Paint Markets

MONTREAL

MONTREAL, November 3.—Increased quotations on both turpentine and linseed oil are the features of the paint market this week. Turpentine shows the more marked tendency of firmness with the price raised 3 cents per gallon, and the market remaining strong. In some quarters the price is a little higher than this quotation, and it would not be surprising if a further general advance is recorded in the next few days. Low local stocks and a better business in the southern markets are stated to be the causes stiffening the prices of this product.

Linseed oil records a change of 2 cents higher in quotations, bringing raw oil to 83 cents in one barrel lots. The flax market is still very uncertain, but the by-products, meal and cake, are expected to play a prominent part in the oil market from now on. At present, both products are at a very low price with little improvement yet in sight. It is stated that this condition may be a deciding factor in Spring oil prices, as crushers must govern their oil prices to quite an extent by the market of both these by-products.

The shortage of Belgian glass fails to show any improvement and the arrival of a boat last week brought a disappointing shipment for local importers. Stocks are in no shape to take care of orders now on hand, and if the arrival of another shipment next week has not the large supply on board, fear is expressed for some dealer orders as the season is now well at hand. White-lead-in-oil and putty are unchanged in price, with a steady to firm tendency on both products.

TURPENTINE ADVANCES THREE CENTS—OUTLOOK FIRMER

Montreal.

The firmer situation in turpentine is again shown by a further advance of 3 cents per gallon this week, bringing the present one barrel price to $1.12. The improvement in the market commenced last week, when a price increase of 2 cents was recorded, and from indications there seems a likelihood of further improvement. Local stocks for some time have been comparatively light, and the trend of the Southern market has had a direct effect on the domestic position of this product. In the outside markets there is reported a continued betterment, and while gradual for the most part, shows promising for future conditions. Supplies are now being received here and with the higher prices now prevailing in the South, the maintenance of a steady to firm market is looked for.

Better business in general is said to be the chief factor in stiffening prices, this coupled with the attitude of producers, who claim prices could not remain at former levels and show a profit for them. Present quotations are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	1 12
2 to 4 barrel lots	1 10
Broken lots	1 22

LINSEED OIL AGAIN FIRMER: PRICE ADVANCE

Montreal.

Continuing on its irregular trend, linseed oil is again firmer in tone this week, with a subsequent advance in quotations of 2 cents a gallon. This brings raw oil up to 83 cents, and boiled to 85 cents in one barrel lots. Although the health of the present strength would seem questionable when the trend of the market for the past few weeks is considered, fluctuations featuring from week to week—some dealers can now see a firmer outlook. Apart from the flax seed prices, there are the by-products which are now figuring prominently in the situation. Both cake and meal are at very low prices at present, with the future trend not too promising. Crushers too are experiencing very little demand for either product at present, and with this continuing it offers the higher tendency for oil prices.

There is little change in the local oil business, larger orders not yet appearing. The demand, however, may be expected light during the following two months as the close of the year is considered a quiet period. Following are present quotations:

LINSEED OIL—	Raw.	Boiled
1 to 2 barrel lots, per gal.	0 83	0 85
3 to 5 barrel lots, per gal.	0 81	0 83

Less barrels, add 10 cents per gallon.

STEADY MARKET FOR SHELLAC

Montreal.

Although more or less of an off season for shellac, the market is stated to be very steady with a tendency toward's firmness if anything. Sales are small, as might be expected at present, but gum shellac offers the firmer tone, this continuing to show strength on the outside markets. Quotations locally remain unchanged as follows:

SHELLAC—	
Orange shellac, in barels	$4 15
Do., in one gal. jugs	4 50
White, in barrels, or 5 gal. jugs	4 65
Do., in one gal. jugs	5 00

ACTIVE SEASON FOR PUTTY: PRICES STEADY

Montreal.

Increasing demand is the only feature of the putty market. Quotations are holding steady to firm with sales now very active. This may be expected to continue during the month, as November marks the busy season for this product. Following are unchanged quotations:

PUTTY—	5-ton lots	1-ton lots.	Less
Standard, per 100 lbs.			
Bulk barrels, 800 lbs.	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
1-lb. tins	8 75	9 25	9 50

Pure Linseed Oil Putty, $1.50 per 100 lbs. ad-

BELGIAN GLASS SHIPMENTS STILL DISAPPOINTING

Montreal.

With the window glass season advancing week after week, the situation as far as Belgian glass is concerned, becomes more acute. Importers' stocks are low and shipments are not ample to meet the demand. Jobbing houses, who were depending on the arrival of heavier shipments in the near future to relieve the shortage, were disappointed in the arrival last week, it being found that only a comparatively light cargo of glass was on board and not nearly sufficient to meet orders now on hand. Another shipment is expected early this month, and if this is found to be light, fears are expressed for dealers who have not already received their season's requirements. Quotations remain unchanged but firmer at the Montreal net list.

TORONTO

TORONTO, November 3.—Increased prices on turpentine constitute one of the prime developments in the current paint markets. Quotations are now generally shown at 7 cents per gallon higher than the level recorded in the previous issue of Hardware and Metal. This advance really reflects two distinct increases which have taken place on the primary markets; rises which were attributed to an increase in foreign demand coupled with damage to production centres caused by a recent hurricane in south Florida. This unexpected element has contributed in a certain measure to the prevailing turpentine situation, through the consequent difficulties attending the collection of gum in those districts affected by the storm. Reports on this condition

(Continued on page 56)

Results Insured

There's a sureness about the Glidden result that will cement your relationship with the painter and make the owner a steady customer for you both.

The results are insured by a policy of paint making that builds up the right quality first and then maintains that quality in every package.

Why should you or the painter run risks when you can get a sure Glidden product for every kind of painting in demand? Glidden "everywhere on everything" solves the problem for *everyone*.

Write to-day for our complete plan with prices and selling data. There's no obligation.

"Save the surface and you save all" *Paint & Varnish*

THE GLIDDEN COMPANY, LIMITED, Toronto, Ontario
Branches: Montreal and Winnipeg

TORONTO PAINT MARKETS

(Continued from page 54)

are not definite, but it would appear that the turpentine interests have been fortunate in this respect. The fact that present stocks of this commodity are not, of course, directly affected, has reduced the resulting price developments to within conservative limits. As a matter of fact, an increase in the export demand, coming chiefly from England, has been a strong incentive to the higher price levels. While southern quotations have since eased considerably from the peak advance recorded earlier this week, prices generally have failed to recede to the previous levels.

Putty Sales Satisfactory

Quotations on linseed oil remain unchanged this week, although the flax seed markets continue to develop almost daily fluctuations. Other paint products also maintain previous market trends, with very little of marked interest to record. The reported shortage in certain sizes of window glass is expected to be relieved in the near future, through the early arrival of another shipment from Belgium. Sales for white lead in oil, are described of a moderate character; while the seasonal movement in putty is now of a more satisfactory nature.

LINSEED OIL MARKETS UNSTEADY: PRICES AT PRESENT UNCHANGED

Toronto.

While linseed oil quotations are primarily holding unchanged at the level of 87 cents per gallon for raw, and 90 cents for boiled, yet these markets generally continue of a fluctuating nature. The periodical rise and fall of flax seed prices still remains one of the prime forces behind the current quotations on linseed oil. Due to an upward trend in seed costs, a tendency to increase oil by two cents per gallon appeared earlier in the week, but this movement failed to hold, due to the excessively light demand now prevailing for linseed. The market tone is again easier, although the duration of these specific trends is hard to gauge under existing circumstances. However, the following quotations are generally conceded to represent the average of present values in this commodity:

LINSEED OIL—

1 to 2 barrel lots, per gal.	0 87	0 90
3 to 4 barrel lots, per gal.	0 86	0 89
6 to 9 barrel lots, per gal. ...	0 84	0 87

Less barrels, add 15 cents per gallon.

WINDOW GLASS MOVEMENT GRADUALLY IMPROVES

Toronto.

Window glass sales are stated as gradually attracting the usual seasonable proportion of attention. The current movement is registering a better tone, orders being fairly numerous. but chiefly of small variety. There has been no further change in prices, since the recent adoption of the new net list. rent prices are contained in the paint quotation page.

TWO ADVANCES RECORDED ON TURPENTINE PRICE

Toronto.

The turpentine markets command specific attention this week, several price developments having been recorded. At the end of last week, prices advanced three cents per gallon, and this change has been followed by another rise of 4 cents; thus making the current level 7 cents per gallon higher than the previous quotation given in Hardware and Metal. This upward trend is attributed to the prevailing movements on the primary sources of supply, where a slight increase in the foreign demand for turpentine, coupled with a severe storm in southern producing circles, has accounted for successive increases.

It is noticeable, however, that while Savannah markets recorded both a sudden upward spurt in quotations followed by slightly easier levels, the local prices are held at the higher mark. This factor has been attributed to the low state of domestic stocks, with current supplies having been purchased according to southern price tendencies. It is pointed out that while shipments continue to be made for immediate requirements, primary market fluctuations should continue to be more or less directly reflected in local quotations. Whether prices will now develop an easier level, corresponding with Savannah quotations, has not been intimated due to the prevailing uncertainty of turpentine generally at this period of the year. Should the primary quotations revert to their former level, further recessions from the following local prices are generally looked for:

TURPENTINE	Imp. gal.
1 barrel lots	1 22
2 to 4 barrel lots	1 21
5 gallon lots	1 37

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton London, Brantford, Collingwood, Guelph, Windsor, or Montreal, but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots, 15 cents per gallon additional.

SPRING PAINT BUSINESS NOW BEING BOOKED

Toronto.

Paint manufacturers and distributors report the present volume of trade in paint and the allied products as quite satisfactory for this season of the year. While there is a moderate movement of paints and varnishes for Fall business the seasonal painting activity is now somewhat declining. Quite a lot of Spring business is being booked. These current orders are generally of a minor size, but the quantity indicates that good business in these various products is almost assured for next season.

PITTSBURGH MARKETS

(Continued from page 49)

ity. Bars are practically stationary. Plates show a very light demand, a demand that would appear light even if there had not been such a great increase in productive capacity in the past four years. Sheets show a slight tapering off in tonnage, but still make the best showing of any of the finished steel products. Wire products are rather quiet, in keeping with the season of the year. Tin plate is in lighter demand, also reflecting seasonal conditions.

Sheet, wire, pipe and tin plate mills are all operating at 50 per cent or better, on an average, or well above the rate of steel production. Bar, shape, plate and rail mills are all at less than the general average.

Steel Price Trend

Since the early part of September it has been a conundrum whether finished steel prices as a whole were advancing or declining. There were two advances, September 12th in wire products, and a week or two later in sheets. Meanwhile list prices on tubular goods were reduced, but only by a little more than the shading previously existing. Bars, shapes and plates have been presenting the appearance of trying to advance, but without a great deal of success. Some mills advanced their prices more than a month ago, expecting others to follow, and the others probably themselves expected to follow, but only after they had booked a certain amount of business, as backlog, which business it seems now they were unable to gather together. At any rate it has been found in the past week or two that at least two important producers who had previously stiffened up their prices are again meeting the competition. This seemed to swing the general weakening rather than strengthening. A trend in the same direction is furnished in sheets, for more than a fortnight ago the majority of independent mills advanced their asking prices a second $5 a ton and this action has not worked out into an actual advance in the market, which is easier in tone than if the attempt had not been made.

Thus a careful scrutiny of actual facts in the market indicates that if there is any trend in steel prices it is downward. Added to this are two theoretical considerations, involving freight rates and the Steel Corporation's earnings statement for the September quarter. Everything is up in the air as to what will occur with freight rates, and a wide variety of guesses is being made, but the steel buying public is likely to count upon rates being reduced at some time, expecting therefore that mills will be able to reduce prices somewhat on account of reduced costs.

Steel Corporation Report

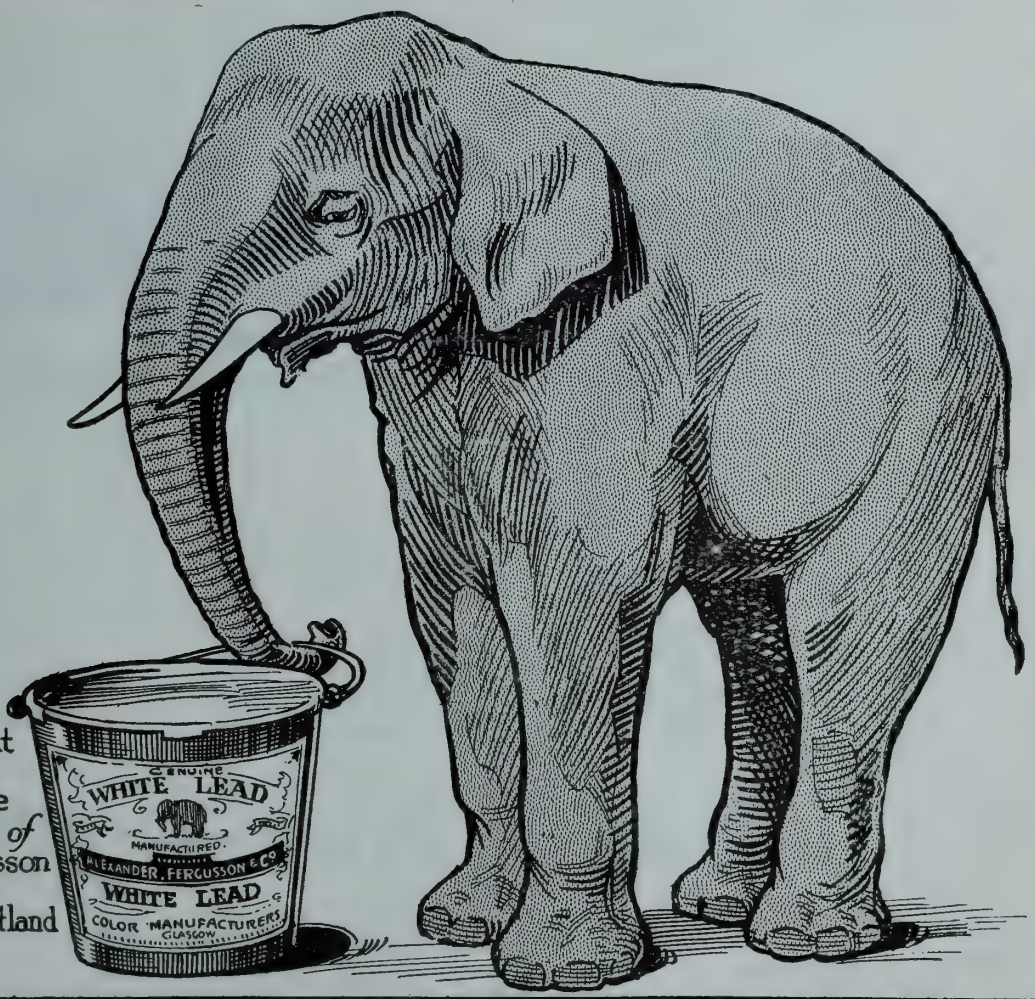
The Steel Corporation's report is very important since it shows that even with a very light operation and existing freight rates and wage rates it is possible to make money in steel production. That is contrary to what was being said in the steel market during the quarter now reported upon. It was claimed that the steel mills generally were losing money, and as to some of them it was claimed that the more tonnage they made the more they would lose.

GENUINE ELEPHANT

Their Faith

Every man pins his faith to some one thing or another. Paint users pin theirs to Genuine Elephant Pure White Lead. Their belief in its goodness is as fixed as the Pyramids or the North Pole. That's why the men who ask for Genuine Elephant won't hear of a substitute.

It's like beating the wind to try and sell some other white lead to customers who want Genuine Elephant. They have used it and know beyond any doubt that Genuine Elephant is the purest, finest and whitest White Lead ever produced. If your White Lead sales are slow stock Genuine Elephant.



Genuine Elephant Pure White Lead is made from the original formula of Alexander Fergusson & Company of Glasgow, Scotland

WHITE LEAD

CANADA'S FAVOURITE

CANADA PAINT COMPANY LIMITED, MONTREAL

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
38 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto. $16.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2	$0 50	Group 3	$1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do., bar bits, add 7½ per cent.
Beaver, 35%.
Gilmour Auger Bits, 7½ per cent.
Gilmour Eye Augers, add 5%.
Irwin auger bits, list plus 5%.
Irwin car bits, discount 5% off.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS (Wash) Zinc.

	Dozen
Baby Globe	$2 70
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 75
Enamel Queen	9 50
Glass Globe	8 75
Improved Globe	5 85
Jubilee	6 45
Neptune	5 85
Newmarket King	6 45
Pony	2 70
Royal Globe (zinc)	5 85
Solid Black Globe (zinc)	6 60
dard Globe	5 85
Supreme Zinc	6 50
Western King (enamel)	9 50

F. O. B. Newmarket.

BOILERS (Range)

	each
30-gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.
Carriage Bolts ($1 list), ⅜ in. dia. d longer lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.
Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.
Machine bolts, 7-16 inch dia. and larger, 40%.
Sleigh shoe bolts, all sizes 25%.
Coach and lag screws 50%.
Bolt ends, 40%.
Square head blank bolts 40%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 20%.
Elevator bolts, large head 25%.
Elevator bolts, corrugated heads 55%.
Fancy head bolts, 25%.
Shaft bolts. ($3 list), 25%.
Step bolts, large head ($3 list) 25%
Whiffletree bolts, 25%.
Tire bolts, 50 per cent.
Stove bolts, 67½%.
Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.
Nuts, 2 in., and smaller, square, Tapped, net list.
Nuts, 2 in. and smaller, hexagon Blank, net list.
[illegible] add to list, $0.50.
Nuts, 2 in., and smaller, hexagon—
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
Toronto	0 22
Rods, base ½ to 1 in., round.	
Do., Montreal	0 23
[illegible]	0 20
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars, Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.
Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
F.O.B. Montreal, Toronto

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Discount of 10 per cent. f. o. b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set ...$1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 5[illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net list; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	1 85
No. 121	2 00
.27	2 65

CATTLE—

98	2 40
100	3 35

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 26
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 28
Plain Tinned, 16 oz. and heavier, lb.	0 37	0 35
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 40
Tubing, lb.	0 34	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 35 cents f.o.b. Toronto and Hamilton

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1,60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS—

	Doz.
Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware, sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.
Blacksmiths', ½ in v 2½ in. shank.
List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c; 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

Continued next page.

SHOT

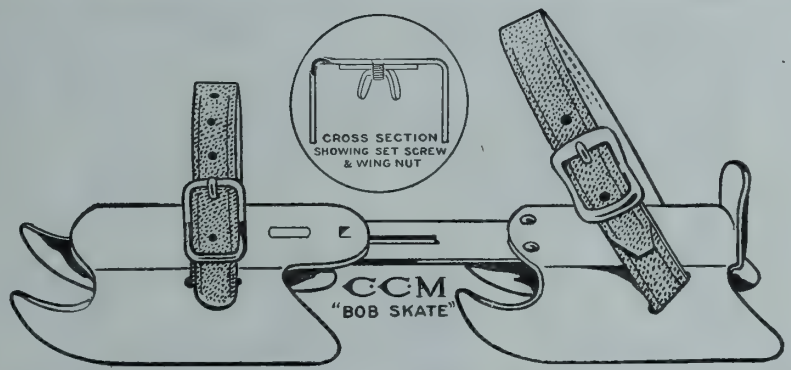
SHEET LEAD
LEAD PIPE
BABBITT-SOLDER
NAILS-BALE TIES

WE ARE LIVE METAL MEN

Low price. High quality. Immediate shipment

THE CANADA METAL CO., LTD.
TORONTO

Hamilton Montreal Winnipeg Vancouver



C·C·M· Bob Skates

The Improved Line

This line is an improvement on the old styles of Bob Skates that have been on the market for several years.

Note the Set Screw and Spring Nut. Also notice that the sole plate is entirely free from projections, presenting a comfortable surface for the foot.

Complete with straps.

How many pairs do you need?

They are now made in the C.C.M. Factory.

Canada Cycle & Motor Company, Limited

Montreal; Toronto; WESTON, ONT.; Winnipeg; Vancouver

Also Makers of

C. C. M. Automobile Skates and C. C. M. Perfection Ankle Supports

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper s. 50%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	20%	25%
Malleable bushings	30%	28%
Cast bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 55	0 68
B	0 23	0 33
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face	$5 25
Two-inch and over	4 50
40 to 80 lbs. weight.	
Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS Per Doz.
Dodson $4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, LATHING Per Doz

No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS, BARRELLING
Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater $12 00
Heatray Heater 14 00
Discount 22%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ... .. Doz. sets.
Clark's No. 1. ....$2 22

HINGES, SPRING
No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 58	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corugated, ½ in., 100 ft... $16 00
Do., ⅝ in., 100 ft. 18 00
Do., ¾ in., 100 ft. 21 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$ 1 90
Potts, nckel plated, per set	1 95
Potts handles, japd., grs.	20 75
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd	$12 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .. .. .. 1 35 doz.
3 doz. cases .. .. .. 1 20 doz.
6 doz. cases .. .. .. 1 15 doz.
Cold Blast genuine rubq. 5 40 doz.
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

F.o.b. Montreal, Toronto, Hamilton.
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—
Cutter, doz. $11 50
Pick, doz. 11 50
F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net.

Liquid Veneer		$20 00
O-Cedar, less handle		14 00
Do., with handle		16 00
S. W. Mops, complete		4 75
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 25
Crank wringing	7 00	9 00
Smarts'		4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

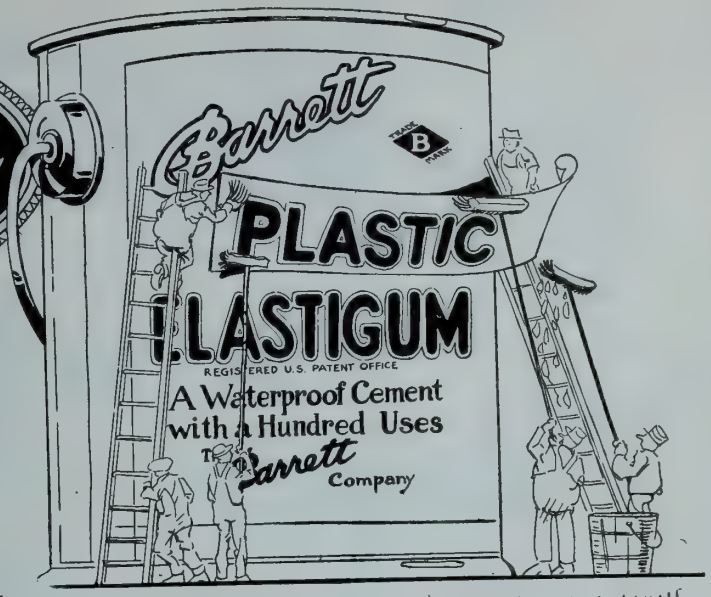
NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.25 base.
Owen Sound or Collingwood, $4.25 base.
F.o.b., Montreal, $4.25 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.
Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

Barrett Roofings, Cements Industrial Paints etc.



Start these money-making cements to work for you to-day—

Don't sit back waiting for the building boom, and let five, immediate profits slip right through your fingers. All around you are roofs—hundreds of 'em—in pressing need of patching and repairs. Don't miss this trick—don't pass up the profits on this roof-repair business.

Tell folks in your community how easy it is to renew their old roofs with Barrett Roof Repair Materials. Let 'em know your store is headquarters for these famous roof-repair materials. Go after this business hard, and then—watch the profits roll in.

Plastic Elastigum

A tough, elastic, waterproof, acid-proof cement with the consistency of thick molasses. There are so many uses for this ever-ready patching cement that it is known generally as "The Waterproof Cement with a Hundred Uses."

It is extremely easy to apply with trowel or putty-knife to any surface, wet or dry. It expands and contracts with surfaces of all kinds, whether metal, stone, concrete, wood, glass, glazed brick or terra cotta. Among its many uses, it is particularly useful for flashing work of all kinds; for waterproofing gutters; for damp-proofing parapet and fire walls above flashings, for stopping leaks in roofs, around chimneys, skylights, etc.

Liquid Elastigum

A high-grade cement in liquid form, unequalled for recoating old and worn felt, metal, and "rubber" roofings. It actually gives new life to old roofs by forming a tough, weatherproof coating over the entire surface.

It not only seals cracks and small holes against moisture, but it is of sufficient body to level small hollows, and reinforce weak spots.

Liquid Elastigum is composed of non-volatile oils combined with asbestos fibre. It is applied very easily with brush or squeegee, and because of its fibrous nature spreads in a thicker layer than ordinary roof paint.

Liquid Elastigum is also very economical, one gallon covering from 100 to 250 square feet, depending upon the surface to be painted. Even after years of service it is still tough and elastic.

Dependable Products that Bring Big Profits

By carrying and recommending Barrett Plastic Elastigum and Barrett Liquid Elastigum you'll not only swell the total on your sales sheet, but you'll create genuine customer good-will by furnishing tested products that are sure to give satisfaction.

The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG
VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

NAILS (HORSE)

Size C Brand
Sewed — Per 25-lb.box

No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	6 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$8 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 15 per cent. off; 1-in. mesh, 15% off. American neting, 1-in. mesh, 15% off.

Invincible— Per rod
1848 ... 0 90
2060 ... 0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll ... 5 50
36-inch, per roll ... 7 15
48-inch, per roll ... 8 85
60-inch, per roll ... 9 85
72-inch, per roll ... 11 25
Put up in 10 rod rolls

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ... $17 00
Plumbers' ... 7 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. ... 0 20
Palacine, gal. ... 0 28
Gasoline, net, gal. ... 0 32½
Above prices net.

Gallon
Black oil (summer) ... 0 21.1
Black oil (winter) ... 0 21.6
Capital, cylinder ... 0 78.1
Mach. oil, reg. grades ... 0 46.6
Imperial gas engine oil ... 0 59.1
Paraffine ... 0 22.5
List, less 15% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy ... $1.10
List less 15 per cent.
Polarine, per gal, list ... 1.15
Polarine, medium, list ... 1.15
Polarine, heavy, list ... 1.15
Polarine, ex-heavy, list ... 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic ... 1 45
Gargoyle Mobiloil, B ... 1 70
Gargoyle Mobiloil, BB ... 1 70
Gargoyle Mobiloil, A ... 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net ... 0.11.60
Do., tank wagons, net ... 0.10.60
Do., tank cars, net ... 0.09.60
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute ... $0 17
Coarse jute ... 0 13
Hemp ... 0 36
Square braided hemp ... 0 3-
No. 1 Italian ... 0 44
No. 2 Italian ... 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch	$1 35	1 35
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 45	1 45
No. 2	1 00	1 00
Elephant Brand, tarred, No. 2	1 00	1 00
Sprprise Fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 35	1 35
Do., tarred	1 45	1 45
Joliette Sheathing	0 70	0 70
Do., tarred	1 00	1 00

Per 100 lbs.
Monarch Sheathing, white ... 5 75
Do., gray ... 4 75
Straw sheathing, heavy dry ... 3 50
Red Star heavy tarred straw 3 80
Imp. White Sheathing ... 5 75
Imp. Grey Sheathing ... 4 75
Scythe Brand dry straw ... 3 50
Spruce Sheathing, 36" and 72" wide ... 7 25
Asbestos Sheathing ... 10 00
Carpet felt ... 3 90
Tarred felt, 7, 10 and 16 oz 4 00
F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast
In barrels, 250 lbs., lb. ... 0 14
Barrels of 5 lbs., cotton bags, lb. ... 0 15
In kegs, 125 lbs., lb. ... 0 16
In 50-lb. boxes, lb. ... 0 18
In 25-lb. boxes, lb. ... 0 19
Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) ... $2 25
4 gross (cartons), 4 in. ... 2 25
Spring, 2 grs. box ... 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921
Standard Butterweld Pipe S-C.
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 83
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list $18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list 29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy
2 in., 3 in. ... 25%
4 in. ... 30%
5, 6 in. ... 30%
8 inch ... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ... 40-10%
8 in. ... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. ... $13 25
Navy pitch, per bbl. ... 6 ..
Coal tar pitch, per cwt. ... 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz. ... $13 20
Triumph, doz. ... 11 00

PLATES, CANADA
Prices nominal, Montreal. Toronto
Do., 60 sheets ... 5 80 5 65
Ordinary, 52 sheets. 5 60 5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box ... $17 50
20x28xIC,112s, box ... 18 00
20x28 IX, 112s, box ... 20 00
20x28 IXX, 56s, box ... 11 25
20x28 IXXX, 56s, box ... 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s ... $14 00
IXX, 20 x 28, 56s ... 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets ... $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles ... 2 40
12-oz bottles ... 4 80
1-qt. can ... 12 00
½-gal. cans ... 20 00
1-gal. cans ... 28 00
Net.
Liquid Veneer— Doz. Net
4-oz. ... $2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 34
128-oz., each ... 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—
No. 58 jap'd ... $4 35
No. 158, galvanized ... 4 45
No. 59 jap'd ... 4 45
No. 159, galvanized ... 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 ... 6 00
No. 80 ... 8 00

PUMPS, REDWING
No. 0 ... $6 85 No. 4 ... $12 75
No. 1 ... 7 50 No. 5 ... 15 25
No. 2 ... 8 75 No. 6 ... 18 00
No. 3 ... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3 ... 10 75

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.

Toronto
Samson, 1 ply, roll ... $ 2 65
Samson, 2 ply, roll ... 3 10
Samson, 3 ply, roll ... 3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.	6 25	
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—
Per gal., in bbls... 0 70 0 70
5 and 10 gal. lots, gal. ... 0 85 0 85
1 gal. cans, gal., doz. 10 50 10 50
Coal Tar (refined), bbl. ... 10 25 10 50
Coal tar (crude) ... 9 00 9 25
Roofix Roofing Cement—
In bbls., per gal. ... 0 60
In ½ bbls., per gal. ... 0 65
In 5s and 10s ... 0 70
1 gal. cans, per doz. ... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis ... 0 23
Beaver Manila basis ... 0 19
New Zealand hemp basis 0 19
Sisal basis ... 0 17
Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c 3-16 in., 2½c extra.
Single lathe yarn basis.. 0 17
Double lathe yarn ... 0 17½
Yacht marline, tarred ... 6.
Halyards ... 50
Beaver Halyards, wht. pol, ¾ in. basis ... 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline ... 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application
Cotton, ⅛ in. ... 0 51
Do., 5-32 in. ... 0 50
Do., 3-16 in. ... 0 47
Do., ¼ in. and up ... 0 45
F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.
Wood, F.H., bright ... 77½%
Wood R.H., bright ... 75%
Wood, O.H., bright ... 75%
Wood, F.H., brass ... 70%
Wood, R.H., brass ... 67½%
Wood, O.H., brass ... 67½%
Wood, F.H., bronze ... 65%
Wood, R.R., bronze ... 62½%
Wood, O.H., bronze ... 62½%
Square cap ... 40%
Hexagon cap ... 40%
Set Screws ... 45%

SCREWS, IRON BENCH, No. 14
1 in. ... $12 20
1⅛ in. ... 14 70
1¼ in. ... 16 90

SCYTHES Doz.
Cast steel ... 15 00
Golden Clipper ... 16 00
Little Giant ... 17 00
Bush ... 16 00

SNATHS Doz.
00 Patent ... $17 50
1 loop ... 16 80
2 loops ... 15 80
3 loops ... 14 70
Bush ... 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

Registered Floglaze

The finish that endures

"Save the surface and you save all" *Paint & Varnish*

The Seven

Floglaze

Lines

Home & Farm Finishes
Velvet Finish
Art Shades
Auto Finish
Porch and Veranda Floors
Lac Shades
Exterior Finishes

Velvet Finish

(The Can With the Orange and Black Label)

This line will develop big business in sales for wall and ceiling finishes in homes, churches, halls, stores, etc.

Gives an egg shell gloss finish without rubbing on plastered walls, wall board, woodwork, metal work, etc.

It can be used in or out of doors.

This flat finish is adapted to universal use, which increases its possibility for sales, greater turnover and larger profits.

Spreading, covering and wearing qualities are the same as all other Floglaze lines.

Our dealers' booklet, "A Guide to Larger Profits," describes Floglaze Velvet Finish fully. Write us for this book.

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Eastern Distributors:

Paint & Varnish Limite
243 Beaver Hall Hill
Montreal, Que.

Sole Distributors for Manitoba, Saskatchewan and Alberta:—

MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia

The Callander Shore Co. Ltd.
155 Pender Street West
Vancouver, B.C.

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun. No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge, Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival, Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe Findings—List adopted October 10, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 15%
Regrinding Valves 10%
Swing Check Valves....... 5%
Compodisk Valves 10%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards. 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list. plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London. Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	.$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	. . 2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	. .2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 337

Politics!

My friends all say—"Don't mix business and politics!"

Well, I've talked about almost everything in this little old space, so I'll cross my fingers and say a few words about

Arthur Meighen

Now I happened to be lucky enough to attend a big International Conference at Ottawa last spring and as an added attraction Premier Meighen was asked to attend a banquet and greet the Yanks—It was during the closing days of the session and Parliament was boiling overtime. Rather unexpectedly the Premier came in and without opportunity to sense the meeting made an appeal for international co-operation which took the bunch by storm.

One Yank said to me—"He's the Canadian Abraham Lincoln, and I wish we had one like him now in the U. S."

Now, if that's politics, exeunt.

TINKER TOM

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—
per gal.
Ad-el-ite, white $4 25
Ad-el-ite, tints 4 00

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralie 5 95
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Sunshine, white 7 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 5 00
Invincible 6 00
Hillcrest 7 00
Amelite A. & E. 8 40
Adelite, A. & E. 6 15
Floglaze 5 00

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .-50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 60% off.
GLASS PLATE.
Montreal 70% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per Maritime differential 50c per 100 lbs. over Montreal.
100 lbs.
Montreal Toronto
Anchor, pure 12 75 13 20
Champion, pure 12 75 13 20
Crown Diamond, pure12 75 13 20
Green Seal 12 75 13 20
I.V. Perfection 12 75 13 20
Ramsay's pure 12 75 13 20
Moore's pure 12 75 13 20
Tiger, pure 12 75 13 20
O.P.W., Dec., pure .. 12 75 13 20

LINSEED OIL
Elephant Genuine .. 13 25 13 70
B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, p er cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barels, per gal. ..... $ 0 60
Half-barels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.) 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 85
O.P.W. Flat Wall, colors.... 3 75
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 4 45
Maple Leaf, colors 4 10
Maple Leaf, floor 3 95
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. & E. Adelite, white 3 85
Do., colors 4 10
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—
Mont. Tor.
Barrels, per gal..... 0 80 0 80
Half-barrels, per gal. 0 85 0 85
5s and 10s, per gal... 0 95 0 95
1s, per case. doz. .. 12 00 10 50

Everjet Black Enamel—
Crates 2 doz., 8 oz.. $1 45 $1 45
Crates 12 doz., 8 oz. 1 40 1 40
1-gal. cans, gal ... 1 50 1 50
5-10 gal. cans, gal... 1 35 1 35
Barrels-half bbls., gal 1 25 1 25

Carbosota Liquid Creosote Oil—
Barrels 0 60 0 60
Half barrels 0 65 0 65
5s and 10s, gal ... 0 75 0 95
1s (case 12 gals.)... 8 50 9 50

H., T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC Pure Pure.
White. Orange.
Per Gal.
In bbls. 4 65 4 15
Gal. jugs 5 00 4 50
F.o.b. Toronto, London, Montreal.

SHINGLE STAINS
Ord. Colors. Greens
B.-H. Anchor 1 40 1 60
M.L. Creosot 1 40 1 60
Soligum 1 25 1 60
Martin Senours .. 1 40 1 60
Elastica 1 40 1 60
Hillcrest 1 40 1 60
"C.D." Shingle
Stain 1 20 1 40
Canada Paint, ... 1 75 2 00

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 60
O.P.W. Presto 3 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 00
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L. No. 61 ..... 5 00
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 4 40
Quick Action House 2 65
Rexspar 5 00
Scar-Not 5 10
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing... 4 85
Kyanize Interior and Floor.. 4 85
Luxeberry light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 65
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 90
"C.D. Big 4" Exterior..... 5 00
"C.D. Big 4" Interior..... 4 50
"C.D. Big 4" Floor 4 40
C. D. General Purpose 4 15
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite 4 00
Adelite, No. 103, Floor 4 56
Adelite, No. 105, Flat 4 56
Adelite, No. 100, Spar 6 00
F.o.b. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)
Frescota $7 50 8 50
5-lb. pkgs. White. Colors.
Decotint 9 00 9 00
Coralite 9 00 9 00
Perfecto 8 50 9 50
Solpar 0 40
C. D. Wall Coating, white... 8 75
Do., colors 9 25

Hygienis Kalsomine. per 100 lbs.
White Tints.
300 lb. bbls. $8 00 $9 00
100 lb. kegs, ... 9 00 10 00
Cases, of 25 pkts .. 10 50 12 00

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.. .. 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC... .. 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . .0 09
Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 40
Anchor 0 38
O.P.W. Lion Brand 0 50
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 60
Champion white 0 50
Ad-el-ite paste 0 40
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls 3 20

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.35
F.o.b. Montreal, Toronto, London.

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

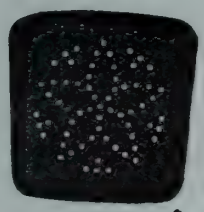
Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG

Real Profit in Canadian Veneer Chair and Toilet Seats

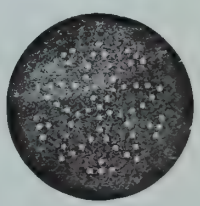
We are talking about real, tangible profit that comes in particularly freely in the Fall months because there is a little extra demand now.

These splendid three-ply, veneer seats are made in a pleasing variety of patterns, carefully shaped, corners rounded, and fastened with genuine, water-proof cement. They will not warp, curl, crack or come apart.



Everlasting 7- and 11-Ply Toilet Seats

These are expertly joined in 7 and 11-ply veneer. They cannot come apart and will outlast any other seat on the market
Write today and let the extra profit come to you as soon as possible.



Canadian Veneering Company, Incorporated
ACTON VALE, QUE.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway **Toronto**

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$23 50	.....	.....
32 Short ...	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2 50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 67%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE
30-gal., each ....$ 10 00

BOLTS—
Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 ....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.
50 foot, 19 g. $4 40
100 foot, 19 g. 7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 75c.

CORD SASH
Coils or Hanks.
8, 9, 10 .. .. 0 58 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...35%
Straight shank 35%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in. $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.
Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

ENAMELWARE

FILES
Globe ... ... Discount 60%
Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	.29% off
⅛, 2½, 3½ and 4-in. .	15% off
Nipples, 4 in. and under	45%

FRY PANS Each
Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
60 per cent.

GLOBES, LANTERN Doz
Cold Blast .... $ 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE
Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 8 .... 1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN
½ in. 9 75
⅝ in. 12 00
¾ in. 13 00

IRON GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD
Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17 50
Lightning 17 50

LADDERS, STEP
Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION
20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS
Cold Blast

No. 2 Japaned	13 50
No. 2, Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums. $13.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt		$ 10 50	$11 00
Empress		12 50	13 25
Daisy		7 75	8 00
Star		7 40	..
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. $6 61
30 in. .... 8 [illegible]
36 in. .... 10 [illegible]

NUTS
Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon
Kerosene ... 0 22
Gasoline ... 0 36½
White Rose Gasoline ... 0 39½
En-ar-co Motor Oil, med. and heavy ... 1 10
Do., ext. heavy ... 1 10
Black (summer) ... 0 32
Black (winter) ... 0 33
Imperial kerosene tractor. 1 00
Capital cylinder ... 0 83½
Castor machine ... 0 49½
Imperial gas engine ... 0 66
Discount 10%.
Poolarine ... 1 15
Polarine A ... 1 15
Polarine heavy ... 1 15
Gargoyle Mobile A ... 1 71½
Gargoyle Mobile B ... 1 81½
Gargoyle Mobile BB ... 1 81½
Gargoyle Mobile E and Arctic ... 1 56½
Fuel oil ... 0 12
Discount 25%.
Wm. Penn Motor, medium 1 25
Do., heavy ... 1 25
French C, medium ... 1 00
French A, heavy ... 1 00
Transmission, No. 1 ... 1 00
Steam sylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century caster machine .. 0 50
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED
See weekly report.
(1 gallon can basis)
Stephens' white ... 4 10
Stephens' colors ... 3 75
Stephens' floor ... 3 70
Silkstone white ... 3 60
Silkstone colors ... 3 50
Stephens' barn ... 2 50
Stephens' barn, extra color 2 35
Lion white ... 4 10
Lion colors ... 3 75
H. D. floor ... 3 70
Velvetone white ... 3 60
Welvetone tints ... 3 50
Ramsay's white ... 3 95
Do., colors ... 3 60
Dultone, white ... 3 60
Do., colors ... 3 50
Martin-Senour, white ... 4 10
Senour's floor ... 3 70
M.S. Neutone, white ... 3 60
M.S. Neutone, colors ... 3 50
M.S. Red Schoolhouse ... 2 40
M S. Standard Barn ... 2 15

PAPER, BUILDING
Dry Fibre, No. 1 ... $1 25
Sunrise ... 1 00
Anchor, tarred ... 1 45
O.K. tarred ... 1 45
Tarred Felt. ... 5 85

PICKS, CLAY
5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT
Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	9? 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS
Per barrel ... 6 75- 7 50

PLATES, CANADA
18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.
No. 58, jap. 5" wheel ... $4 90
No. 158, gal. 5" wheel ... 5 10

PUMP OILERS, GENUINE CANNON
No. 351, $16.80 doz.; No. 353, $18.50 doz.; No. 355, $20.25.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $365 each! No. 4, $3.85 each.

PUTTY
100-lb. irons ... $5 00
20-lb. irons, per cwt. ... 5 50
1½ lb. tins ... 0 10½

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE
British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.
Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.
Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.
Lath yarn, 20¼c.
Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.
Set Screws, 5%. Cap Screws, 15%.

SCYTHES— Doz.
Bramble ... $.....
Bush ... 20 50
Excelsior ... .
Cast ... 20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop ... $17 25
Bush ... 19 50

STEEL SHEETS, BLACK
10 gauge ... 5 70
12 gauge ... 5 70
14 gauge ... 5 80
16 gauge ... 5 90
18-20 gauge ... 6 30
22-24 gauge ... 6 35
26 gauge ... 6 40
28 gauge ... 6 65

STANDS Each
Washtub, Reverse Drip ... $4 15
Range boiler, 12 in. ... 1 50

SWEEPERS — VACUUM Doz.
Grand Rapids, nickeled ... $109 00
Household, japanned ... 97 00
Superba, nickeled ... 123 00

SWEEPERS, TOYS, BISSELL'S
Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼. ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—
20 x 28 IC box ... $21 50
20 x 28 I.X. box ... 24 75
20 x 33 I.C. box ... 26 25
20 x 33 I.X. box ... 31 00
Terne plates ... 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
See weekly report.

TWINE (WRAPPING) Lb.
Cotton, 3-ply cones ... 0 46
Cotton, 3-ply, balls ... 0 50
Coton, 4-ply, cones ... 0 48
Coton, 4-ply, balls ... 0 52

VARNISHES—
Stephens' Luminette, gal. ... $4 00
Stephens' Exalite, gal. ... 4 75
Lion Brand Color Varnish, per gal. ... 4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial Pearl, 15% off.
Premier Canada Diamond, plus 10%.
Whitewear, 30% off.
Japanned Ware, list, plus 25%.
Japanned Ware, white, list plus 35%.
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 37½ and 10% discount.
Stamped Ware, retinned, 40%.
Pieced Tinware, ordinary, list plus 60%.
Pieced Tinware, copper bottoms, list plus 67½%.
Sheetiron Ware, list plus 52½%.
Light Galvanized Pails, plus 37½%.

Tubs—
Light, plus 37½%.
Heavy, 35%.
Pails and Tubs, plus 37½%.
Jap. Coal Hods, list plus 62½%.
Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE
Cream, polishing ... 0 24½

WHITE
XXX Extra ... $0 21
XX Grand ... 0 20
XLCR ... 0 19
X Empire ... 0 17½
X Press ... 0 16

COLORED
Fancy ... $0 17½
Lion ... 0 16
Standard ... 0 14½
Popular J ... 0 13
Keen ... 0 11½
Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs.
Sectional ... $7 50
Solid ... 7 00

WELL WHEELS Doz.
Cast, covered, 8 in. ... $11 60
Cast, plain, 10 in. ... 15 60
12 in. ... 18 85
14 in ... 24 00

WHEELBARROWS Each
U. S. ... $ 6 60
General purpose ... 7 90
Stone ... 18 75
Navvy, doz. ... 105 00

WIRE — BARB
Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.
Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT
Agricultural—
6-inch ... $ 9 00
8-inch ... 10 80
10-inch ... 12 60
12-inch ... 16 20
15-inch ... 21 60
Perfect Handle—
6 inch ... 15 00
8 inch ... 17 50
10 inch ... .
12 inch ... .
15 inch ... .
18 inch ... .

WRENCHES—PIPE
Trimo—40% off list
Stillson—30% off list.

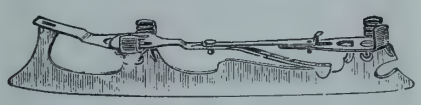
Always Ready	Dozen Black	Dozen N. P.
No. 1	$4 60	$ 5 00
No. 2	6 80	6 75

WRINGERS, CLOTHES Doz.
Universal ... $49 50
New Eze ... 76 50
Regent ... 69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

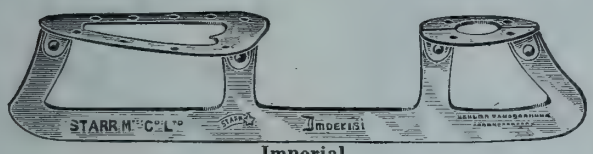


Genuine Acme Club

Climax

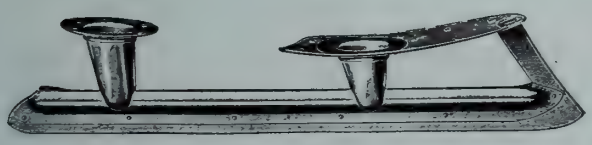
Pucks
Regulation and Juvenile

Men's Professional Hockey



Imperial

Starr Tube



Dunne Tube

Complete Hockey and Skating Supplies

Genuine Acme Club; specially curved runners. Good for fancy skating or rink use.
No. 100—Solid steel, unplated, sizes 7 to 12.
No. 101—Solid steel, Nickel Plated, sizes 7½ to 12.

Climax: a very popular design, cold rolled steel tops and solid steel runners, excellently designed, Nickel Plated, on copper, sizes 9 to 11½.

The Climax is a solid, modernly designed skate at an economical price.

No. 196—Imperial; blades are of up-to-date style, special curvature, wider than usual, chrome nickel steel, highly tempered. Front plates are of special spring steel, heel plates are of two-piece type. Nickel Plated on copper, sizes 10 to 11½.

Pucks; Juvenile, Regulation and Juvenile Special Match.

Men's Professional Hockey

Men's Professional Hockey French kip, tan facing, back strap and top hand, spring heel.

Starr Tube

No. 190--The Starr Tube Hockey is a very popular skate where the ice is keen and hard, they are built for speed, and are an all round well-constructed skate. The runners are of chrome steel, highly tempered by a special process. The popular aluminized finish is introduced with this skate. Sizes 10 to 11½.

Dunne Tube Skates

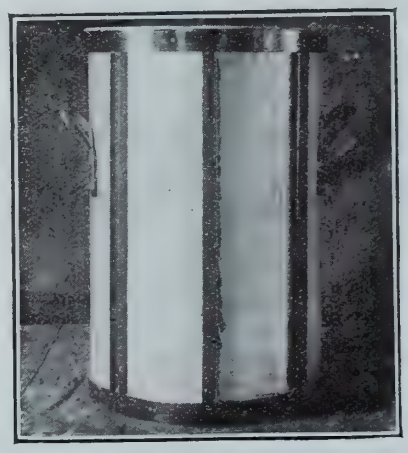
Dunne's Round Table, Aluminum finish, hand-made from the best seamless steel tubing and highest quality blades riveted to tubing. Fully guaranteed, sizes 10 to 12.

Hockey Sticks in all the leading makes

A complete stock of many well-known and popular lines.

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon**

FRIEND MAKING FEATURES



DEALERS!

There are many friend making features about the REED SUPER-SERVICE LINE of GARBAGE and ASH CANS which will make hosts of friends for you —the kind that are so satisfied that they can't help talking about it.

Take for instance, the Style "B" Can illustrated above. **Service** and **durability** are built right into it. No. 18 Galvanized Steel is used throughout in its construction. All joints are hand riveted and hard soldered. Top and bottom are reinforced with heavy iron bands, and the sides with six channel irons. There's no chance of the garbage man battering this can up. It's built to last. The bottom is set up to clear ground, and either hand forged or milk can handles can be supplied.

It will pay you to investigate the SUPER-SERVICE LINE. It's made in Canada. **This fact will save you money on duty, exchange and freight, and give you a greater margin of profit.**

WRITE US TO-DAY

Geo. W. Reed & Co.
LIMITED
MONTREAL

When Buying a New Radiator
For Your Car, Truck or Tractobe Sure and Specify the

"PERFECTO"

THE RADIATOR THAT COOLS AT 90 IN THE SHADE AND WILL NOT BURST WHEN FROZEN AT 40 BELOW.

We have the most up-to-date repair shop in Western Canada. Estimates given on all makes of autos and tractors.

GUARANTEE SHEET METAL & ROOFING COMPANY
478 Portage Avenue, Winnipeg. Phone Sherbrooke 803

TWEED
SANITARY CLOSETS
will find a ready sale

Our No. 1 Tweed Sanitary Closet with mahogany finished seat and lid with nickel-plated hinges. Every Tweed is built on similar lines and guaranteed to give satisfactory service.

These Tweed Sanitary Closets will find ready customers among farmers, suburban dwellers, or any class of people who live in a locality without city conveniences and it is among these people that you can do a profitable business.

The Tweed is simple to install, absolutely dependable, sanitary and inoffensive, and can be used in any room in the house. The Special Tweed Chemical used in connection with the closet destroys all trace of odor. No plumbing of any description is needed. The Tweed solves the problem of putting city conveniences into country houses at a fraction of the cost.

Let us tell you more about the Tweed as a selling proposition. Write us for price lists and literature describing Tweed Sanitary Closets, Tweed Baths and other home conveniences manufactured by us.

The Steel Trough & Machine Co.
LIMITED

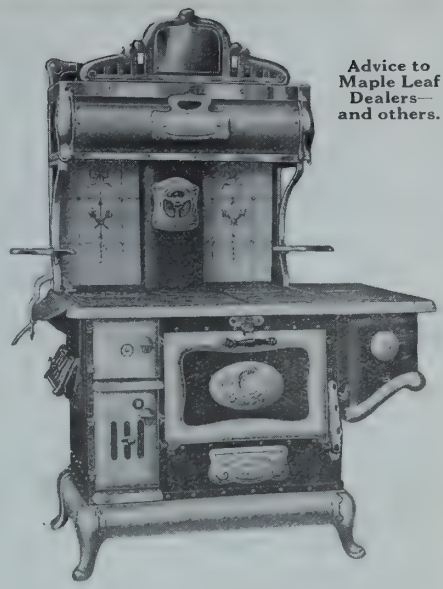
TWEED -:- ONTARIO

Show the goods — and Boost!

ONE of the standard tenets of merchandising is—"goods well displayed are half sold."
Make some one member of the Maple Leaf line a prominent feature in your salesroom. Place it where it will be an outstanding feature and you will be surprised at the business it will bring to you.

Maple Leaf stoves and ranges are pleasing in appearance. They are made on honor and they are priced right. Every time you sell a "Maple Leaf" you are making a new lifelong friend—besides which you are also making money.
If you have not the latest price list with this leading line of heat making machines—ask us for it.

Maple Leaf Thatsit The newest in Quebec style of ranges. 6-hole top with an undertop heat control that makes all six holes available and efficient. Large side oven 14 x 20 x 11½ with balanced spring type drop door, friction catch, non-heating handle and thermometer—beside many other modern appliances. Can be fitted with either hot water boiler or copper reservoir. With or without warming closet. Feature the "Thatsit."



Advice to Maple Leaf Dealers—and others.

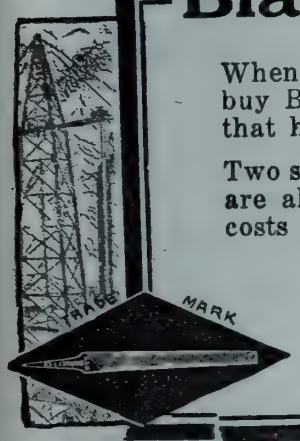
Maple Leaf Falcon

A steel range with all the modern attachments and appliances that the housekeeper appreciates in a kitchen range. Beautiful in design and made in several different styles. The Falcon will back up any claim that you can make.

BEACH FOUNDRY LIMITED

Head office and Factory: Ottawa, Can.
Branches in Winnipeg and Vancouver

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

Recommend the
Patented
BANNER
Trade Mark Registered
ASH SIFTERS

The trade-mark name BANNER is your guarantee. It is a household word. It stands for the best in ash sifters, and we stand back of you in recommending the BANNER.

It is made better this year than ever. Special machinery is helping us to meet the demand.
No dusty, backbreaking shaking—the simple and easy rocker motion eliminates dust and nearly all the work. It is the common-sense ash sifter.

Order now as the demand is becoming enormous. Ask your jobber or wholesale house, or write to us for full particulars, prices, etc.

The Burrowes Manufacturing Company
607-611 King Street West, Toronto

THE BUYERS' GUIDE

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Canadian Hart Products Ltd., Hamilton, Ont.

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ALUMINUM
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Canada Metal Co., Toronto.
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The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
Geo. W. Reed & Co., Montreal.
J. Samuels, Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will B. Lane, Chicago, Ill.
Maybilt Radiators Limited, Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAGS, PAPER
Continental Paper Products Limited, Ottawa, Ont. Montreal.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BARRELLS, STEEL
W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The Western Wire & Nail Co., London, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
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Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BEARINGS
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John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
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BOX STRAPPING
The Stanley Works, New Britain, Conn.

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E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

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Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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Canada Cycle & Motor Co. Toronto

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

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The Stanley Works, New Britain, Conn.

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Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

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Landers, Frary & Clark, New Britain, Conn.

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Goodell-Pratt Co., Greenfield, Mass.

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Stevens-Hepner Ltd., Port Elgin, Ont.

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Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

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CHEMICALS
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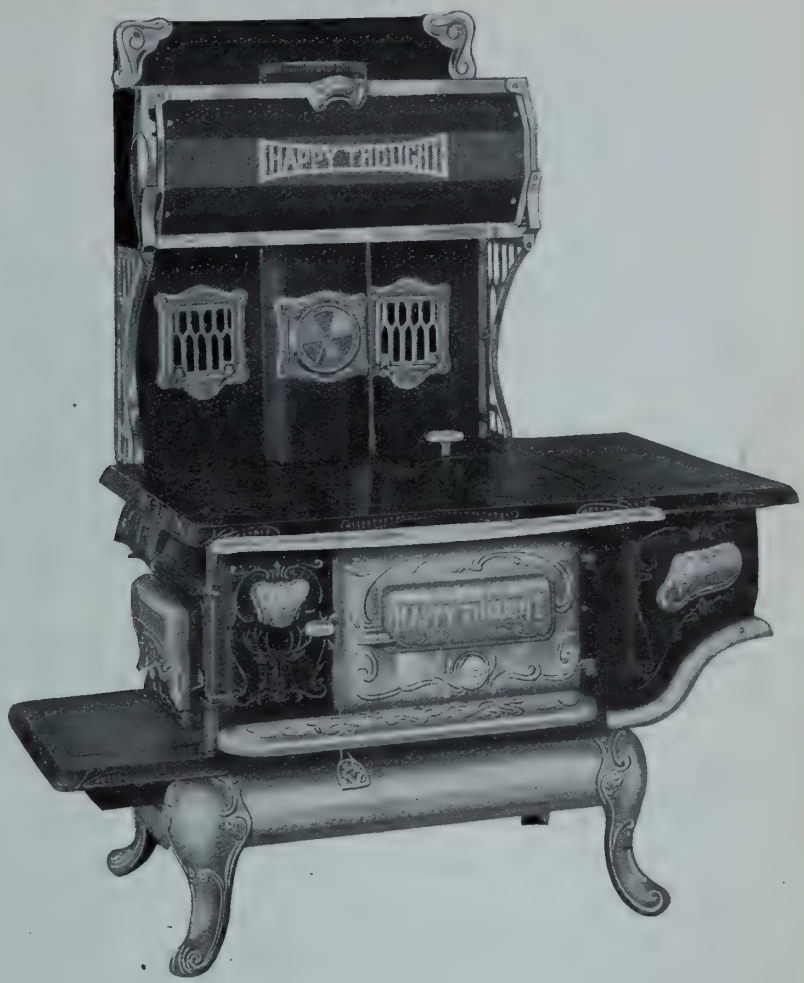

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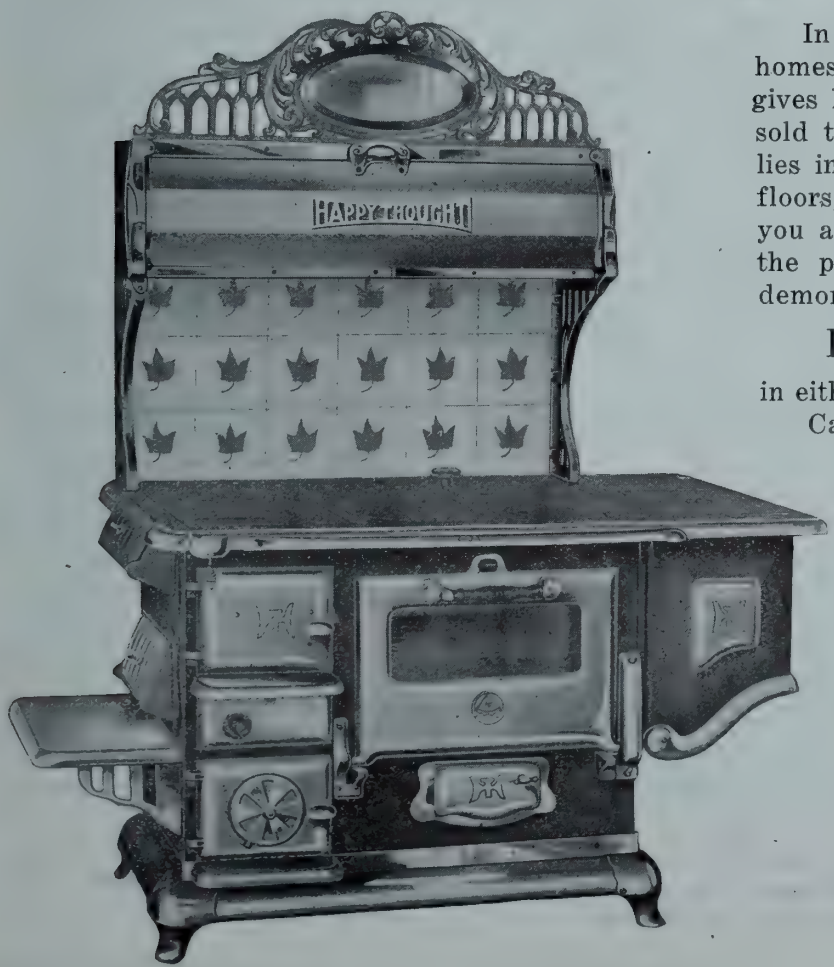

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Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
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National Electric Heating Co., Toronto.

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Christopher Johnson & Co., Sheffield, England.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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The Canadian Steel & Wire Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
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Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal
The Sheet Metal Products Co., of Canada, Limited. Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont
The Ruberoid Co., Ltd., Montreal.
The Toronto Asphalt Roofing Co., Limited, Mount Dennis, Ont.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

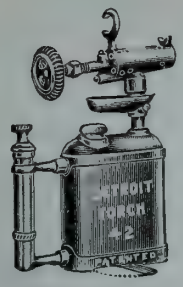
SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

SAW GUARDS
E. C. Atkins & Co., Hamilton, Ont.



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Detroit Torch

Takes Little Space

Our No. 42 Auto or Electricians' Torch has oblong tank and is very popular with mechanics desiring a tool that will take up little space in a kit.

Tank is made of heavy brass throughout. Supports on bottom of tank prevent torch from tipping over when placed on bench—not in the way when torch is not in use. Fitted with patented tapered burner, with hook and support for soldering coppers. Valve wheel is of wire and always cool, giving operator full control of flame at all times. Automatic pump of simple construction forms the handle.

Detroit Torch & Mfg. Co.
Detroit, Michigan

Nickel Plating

Jobbing work promptly attended to.

Re-nickelling stoves a specialty.

HAPPY THOUGHT
FOUNDRY COMPANY
LIMITED
BRANTFORD - CANADA

NAILS

Heavy up to 12-inch.

WIRE

Hard, Soft, Tinned, Coppered.

BALE TIES

Any length — soft tough wire.

STRAIGHTENED RODS
WIRE HOOPS

We manufacture. Do you use?

SPEAK UP!

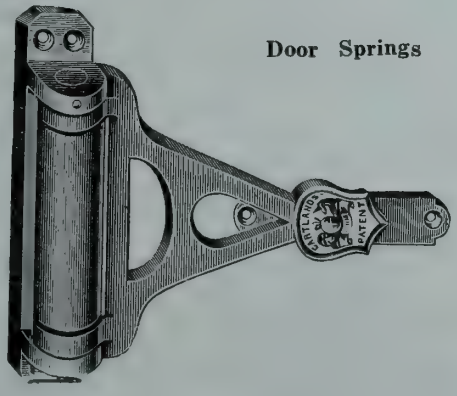
THE GRAHAM NAIL WORKS

Operated by
THE CANADA METAL CO., LIMITED
Toronto.

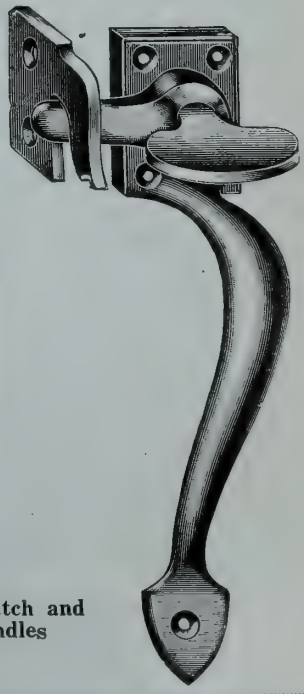
JAMES CARTLAND & SON LTD.

BIRMINGHAM [ENGLAND]

LEADING HOUSE FOR GENERAL AND CABINET BRASSFOUNDRY



Door Springs



Canadian Latch and Door Handles

Canadian Representatives:
G. Smith } 18 Stair Buildings, Toronto.
R. R. Sutherland } 402 Federation Life Buildings, Winnipeg.

THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto,
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, On
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis

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Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
The Happy Thought Foundry Co., Ltd., Brantford
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE,

KEROSENE, ETC.
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The Canadian Tank & Pump Co., Toronto, Ont

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont

TAPS
Butterfield & Co., Rock Island, Que.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIES, COW
B. Greening Wire Co., Limited, Hamilton, Ont.

TIN PLATES
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

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Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

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The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

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Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

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Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Onward Mfg. Co., Limited, Jitchener, Ont.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
The Slade Mfg. Co., Limited, Owen Sound, Ont.

WASTE, COTTON
Acme Waste Mfg. Co., Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE
The Happy Thought Foundry Co., Ltd., Brantford

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

Canada Wire & Iron Goods Co., Hamilton, Ont
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE BALL TIES
Steel Co., of Canada, Ltd., The, Hamilton, Ont

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.

WIREWORK OF ALL KINDS
B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WOODENWARE
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Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
The Warren Tool & Forge Co., Warren, Ohio.

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Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
Whites, Limited, Collingwood, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.
J. H. Williams & Co., St. Catharines, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

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1200 HARDWARE SHELF BOXES 6" HIGH x 12" long, assorted widths. These boxes are in good condition and can make immediate shipment in any quantities at 20c each. Apply Westman Brothers, Chatham, Ont.

FOR SALE—STOVE REPAIRS, FIRE Bricks, Iron Linings, Water Fronts for Garlands, Pin Esthers, Acmes, Sunlights, Welcomes, Supremes, Souvenirs, Crown Hurons, New Empress, Colonists, Pearl Champions, Silver Kings, Climax, Magnets, Marvels, Alerts and all kinds of stoves. Write for list and prices. Grundy Bros., Strathroy, Ont.

A QUANTITY OF RAZOR BLADES TO FIT Gillette Razors for sale. See Caplan & Son, 220 Queen Street East, Toronto.

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YOUNG MARRIED MAN WITH OVER 10 years' hardware experience as store manager, wholesale and retail; would like a position in a wholesale or retail store in a live city. Have an advertising equipment that draws the business. Full information, Box 448 Hardware & Metal.

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WANTED

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HELP WANTED

WANTED — HARDWARE CLERK FOR northern town. Must be good window dresser and stock keeper. State experience, age and salary required. G. W. McDonald, North Bay, Ont.

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WANTED IMMEDIATELY, HARDWARE clerk, must be good salesman and stock keeper. State age, experience and salary required. Box 300, Hardware & Metal.

If you have anything to sell to the Trade, you should advertise it in this paper.

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Nagle Mercantile Agency, Laprairie (Montreal) Que.

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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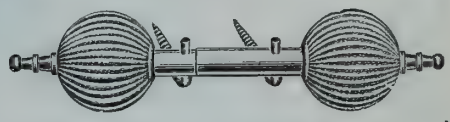
133 Bank St.—Ottawa, Canada



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Diamond Saw & Stamping Works
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K NIAGARA
KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
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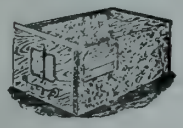
R. R. Kinread
72-74 Princess St. Winnipeg



Cameron Metal Drawers
LONGER WEAR, BETTER SERVICE
Write us for Prices and Particulars of Cameron Wall Cases and Fixtures
Cameron & Co.
74 Logan Ave. Toronto, Ont.

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc
Paddles and Oars.
Peterborough Canoe Company Limited
288 Water Street Peterborough, Canada.

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, Patented by Mr. Russell Jennings in 1855
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

READER'S NOTICE
Regarding
CHANGE OF ADDRESS

A REQUEST FOR CHANGE OF ADDRESS must reach us at least thirty days before the date of the issue with which it is to take effect. Duplicate copies cannot be sent to replace those undelivered through failure to send this. Give your old address as well as the new one.

AN IMPROVED CARPENTER'S & WOODWORKER'S TOOL

NEW NO. 65

LUFKIN

"Universal"

Try & Mitre Square

A Popular Priced, Accurate, Durable, Well Designed Tool

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combines in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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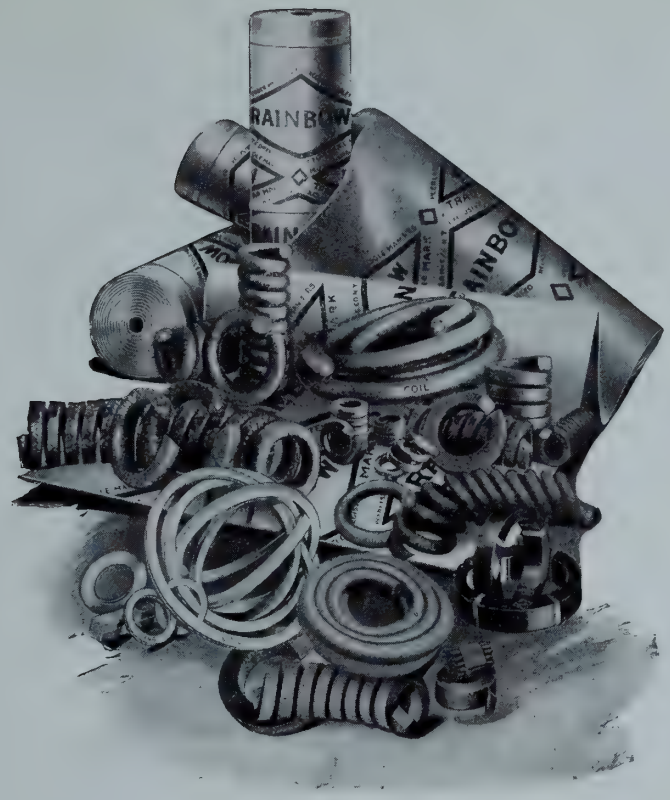


Your Customers look for the RAINBOW Trade Mark

Because genuine Rainbow Sheet Packing — the original red sheet — has held the confidence of the mechanical world for over 30 years, steam engineers everywhere have learned to look for the Diamond Rainbow Trade-Mark on every yard. They know that it is their best assurance of permanently packed flanges.

Hardware dealers throughout Canada who are displaying genuine Rainbow and letting their customers know they have it in stock—ready for quick delivery — are building up a profitable business with steam plants, large and small. And these sales of Rainbow Sheet Packing lead to sales of supplies, tools and fittings.

It will pay you well to link your store with the Rainbow reputation for dependability and economy.

Genuine Rainbow is made in Canada and is stocked by your jobber. We will be pleased to send details of special interest to the hardware trade.

Dominion Rubber System

Head Office - - Montreal

That Advertisement

will alternate with another in the December issues of leading National periodicals going to over 5 million addresses—many more readers. It's that many suggestions of a Bissell for Xmas.

A Bissell Sweeper for Both

CHRISTMAS! And a handsome new Bissell Carpet Sweeper for mother, a welcome lightener of household burdens. But little Margie hasn't been forgotten. Mother wants Margie to learn early that Bissell is the housekeeper's best friend, so she has bought her a toy Bissell. Now Margie can help mother keep house.

BISSELL'S

("Cyco" Ball Bearing)

Carpet Sweeper

raises no dust. Picks up threads, dirt and litter. Cleans more thoroughly, more safely and more easily. Healthier and a work saver. Run it with one hand. Where there is an electric cleaner the every-day convenience of a Bissell is marked.

Costs only a few dollars. Saves more than original price every year for ten years or longer. Sold everywhere. Booklet, "Sweeping Facts and Fallacies," on request.

Bissell Carpet Sweeper Co.
234 Erie St.,
Grand Rapids,
Mich.

Oldest and Largest Sweeper Makers

Made in Canada, too

Bissell's Toy Sweeper
"Just like mother's"
Delights little girls and teaches tidiness. 25c and 50c in the Eastern and Middle States; a few cents more elsewhere.

Always popular for Christmas giving, the price of the Bissell sweeper will make it particularly so this year while people are buying conservatively. It's a great little utility gift — saving work for mothers. Sell it to new users; sell it to old users on the basis that their old sweeper has paid for itself many times over and should be put into semi-retirement upstairs where the work is lighter — give mother a new "Cyco" Ball Bearing Bissell.

Toy sweepers are fine sellers, too, at Christmas time and add interest to a sweeper and cleaner department. Attractive models. Very popular prices.

BISSELL'S
FALL-XMAS OFFER
An Extra Sweeper Free

Ask us or your jobber about it and get your shipment on the way. BISSELL CARPET SWEEPER CO., of Canada, Limited, Niagara Falls, Ont. (Factory) and Grand Rapids, Mich. Oldest and Largest Sweeper Makers.

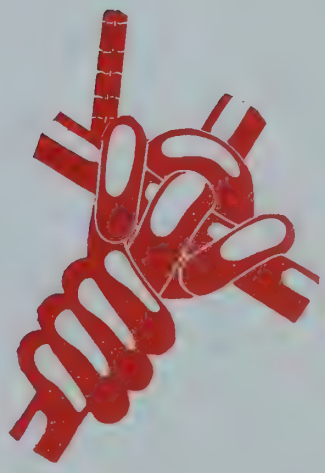
PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 46 | THE MACLEAN PUBLISHING COMPANY, LIMITED | November 12, 1921
PUBLICATION OFFICE : TORONTO, CANADA

The Frost Organization Will Help You Increase Business

Frost Fence is known best as a trade builder by those dealers who have been part of the Frost organization for many years. Their continued patronage from year to year is the best proof of this. **You** can be part of this organization if you are located where there is no Frost dealer. You will find a good business awaiting you in fencing if you handle Frost Products. Those who buy it are, for the most part, the best class of farmers, whose trade in all lines you could not well afford to miss.



The advertising campaign carried on in the farm magazines is such as to create a demand for Frost Goods. The quality of these goods is well known to all who have used Frost Fence and "once a Frost customer always a Frost customer," is a well known remark that you hear from those dealers who are regular Frost representatives.

Frost Fence

Our lines of fencing, wire, gates, etc., are most complete. The goods are built to give service and the lock, illustrated here, is the strongest woven fence binding known.

All these goods are made here in our own plant from wire which is drawn from the rod to full size, treated so that it will be tough and springy and well galvanized to resist rust, and thus, in Frost completed products, you get materials which are best suited to give your customer his money's worth.

Frost dealers see big business ahead for 1922. Let us tell you more about it.

Frost Steel and Wire Company, Limited
Hamilton - Canada

Galvanized and Bright Wire, Hay Wire and Bale Ties, Woven Wire, Farm, Factory and Ornamental Fences, Galvanized Gates, Manufacturers' Wire Supplies

THE CONSTRUCTION FOREMAN KNOWS

That there is no harder service required of a rope than that which he demands.

In no industry is rope given as little care as on the construction job.

Yet Plymouth Rope stands up under this grilling work and gives a surprising measure of service.

That is why it is preferred by most consumers.

Plymouth Cordage Company

North Plymouth, Mass. Welland, Ont.

Canadian Sales Agents

INDEPENDENT CORDAGE CO.
Limited

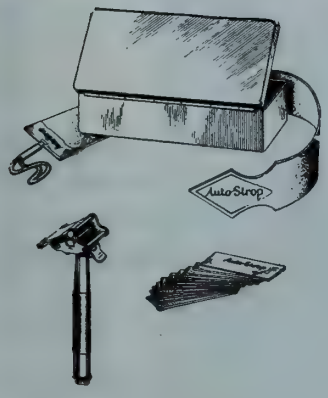
TORONTO, CANADA

552

PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

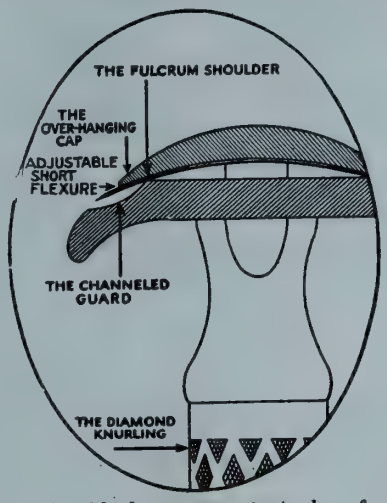
'RICE LEWIS' NEWS



The "Auto Strop"

We carry a full range of styles that will meet every Christmas requirement you will have. Don't wait until the demand is here; pave the way for it by showing these goods. Sort up.

The "Improved Gillette"



You should have your stock of the "Improved Gillette" safety razors very complete for Christmas selling.
The improvement in this razor is proving to be just the thing that was needed for shaving and selling.

Our stock consists of:
the **Richwood**, the **New Standard**, the **Tuckaway**, the **Big Fellow** and the **Aristocrat**—Sell $5 and up.
We also carry the regular Gillette and the Brownie—the latter sells at $1.00.
Order today. Sort your stock.

The "Eveready"

Here are the styles we are carrying in stock now. "Town" in celluloid case, "Touring" in nickel case, the "Chummy" in black flat case, "Sedan" in red flat case, "Sport" in cigarette case, "Speedster" in cabinet wood case. The new "Eveready" Safety Razor styles are decidedly attractive. We also carry the regular style in stock.

The "Gem"

If every man had the same idea about shaving there would be no necessity to carry in stock more than one kind of razor but fortunately there are many ideas. The "Gem" idea makes it worth while keeping your stock well assorted.

The "Durham-Duplex"

combines the practical features of the old straight blade razor with the safety idea. This razor meets the demands of a certain type of man who has since boyhood days used the old straight razor. We carry all styles including the "Demonstrator."

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

If interested tear out this page and place with letters to be answered.

ASSORTMENT No. 1.

Composed of Twenty-two of the BEST SELLERS in our line.

LOOK AT THE PICTURE—NOT A DEAD ONE IN IT

Why you should buy it.

::

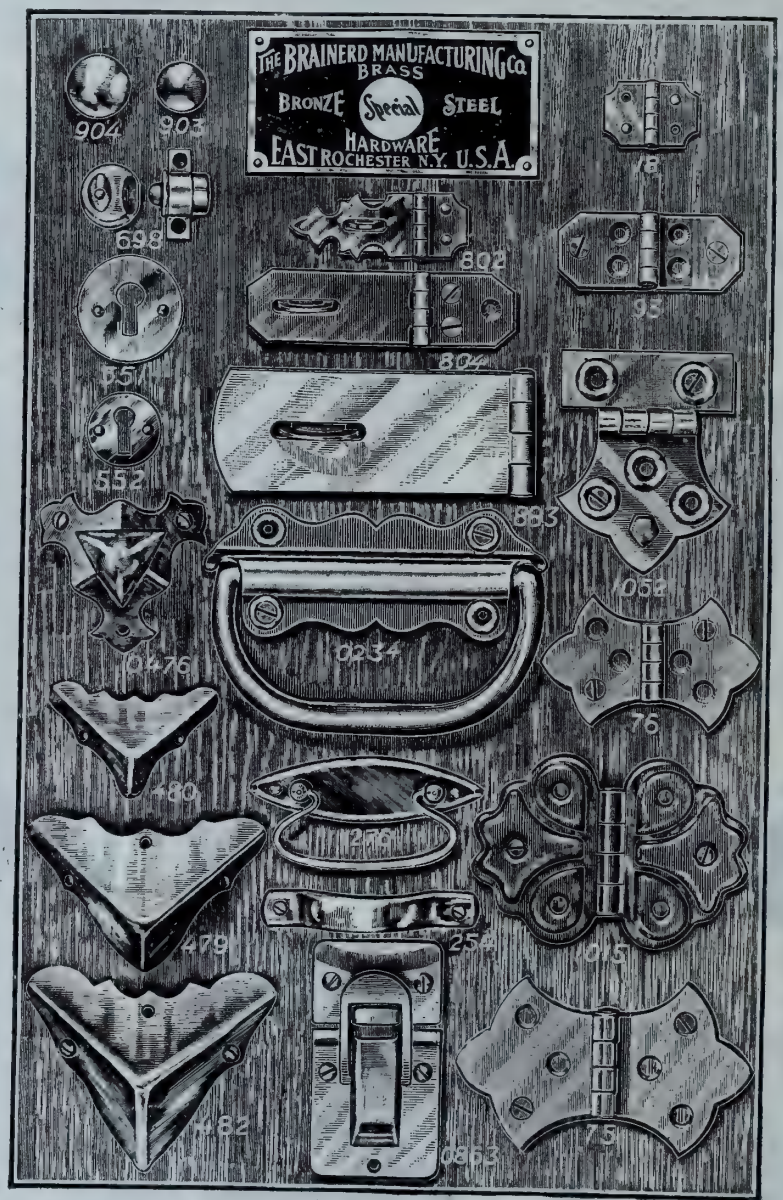
You get a good assortment of our best sellers.

::

Your investment is low.

::

You receive a fine display board with mounted samples which helps sell the goods.



One dozen of each article in a box—22 dozen in all.

::

Packed with display board in a carton weighing 16 pounds.

::

A list showing suggested retail selling prices is pasted on the back of each display board.

Full Size of Display Board 12" x 7½"

THIS IS A REAL ASSORTMENT. THE PRICE IS

$19.25

(DOES NOT INCLUDE DUTY)

ORDER ONE FROM YOUR JOBBER OR DIRECT

THE BRAINERD MANUFACTURING CO.

East Rochester, N.Y., U.S.A.

If interested tear out this page and place with letters to be answered.

Hatch
Garage Door Outfits

To be reliable, serviceable and efficient, a set of garage hardware doesn't have to cost almost as much as the automobile. The Hatch Garage Door Outfit has all the qualities the heart could desire in a dependable outfit—yet it is low priced. Low priced, that is, for the high quality. Try it on your own garage; then you'll realize why the customers are delighted.

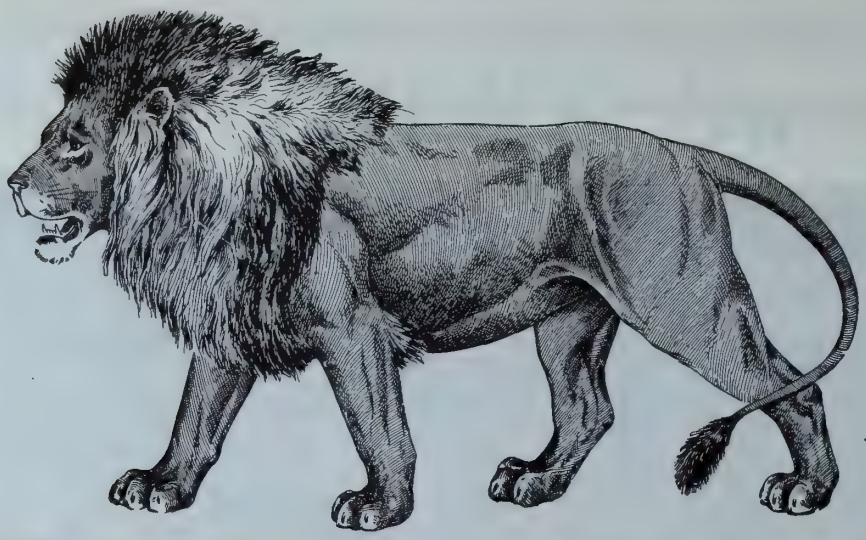
The Set Includes:

3 Special Swivel Door Rollers; 22 feet of Track; 3 Pairs Special Garage Door Hinges; 3 Stay Rollers (floor guides); 2 Extra Heavy Garage Door Handles; 1 Safety Hasp (for fastening doors outside); 1 Hook and Eye (for hooking back swinging section inside).

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Company, Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.



LION BRAND CORDAGE

Established 1825

Your Fall Requirements

We are ready to ship promptly your sorting orders on clothes lines and the lighter lines of cordage, seasonable at present.

We particularly invite your attention to Spring requirements, with the opening of navigation, as well as the usual requirements for farmers, lumbermen, fishermen and seamen, etc.

Consumers Cordage Company, Limited

MONTREAL and HALIFAX

Branches at

ST. JOHN, N. B. TORONTO, ONT.

Agents and Stocks:

Tees & Persse Limited--Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, and Fort William.

Jas. Bisset & Co., Quebec.

MacGowan & Co., Vancouver.

If interested tear out this page and place with letters to be answered.

Now is the time to sell Roasters

"DURO" Aluminum ROASTERS

MEET EVERY REQUIREMENT

OVAL ROASTER

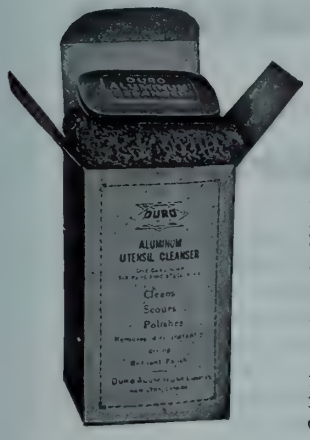
No	Length	Width	Height
170	18¼ in.	11¼ in.	8¼ in.

Self-basting, heavy, seamless roaster. Air chamber in bottom of base prevents burning. Rivetted handles. Cover fits pan snugly, retaining all the juices and prevents shrinkage of the meat. Easy to clean. Holds large sized turkey. Indented cover for automatic basting. Polished finish.

ROUND ROASTER

No.	Diam.	Height
175	12 in.	6 in.

Rivetted handles. Four inch indent in cover for automatic basting. Suitable for small roasts or small fowl. It is self-basting. By using an asbestos mat it can also be used as a Bread Baker on an open flame without putting in oven. Polished finish.



"DURO" Aluminum Cleanser

Contains one cake of soap, six pads fine steel wool. Cleans, Scours, Polishes, removes dirt instantly, giving Brilliant Polish. "Duro" Cleanser is also useful for cleaning Glass, Enamelled ware, Sinks, Bath Tubs, Faucets, Bathroom Fixtures, etc.

"Duro" Cleanser will remove Paint and Varnish from Woodwork, Glass, etc.

"Duro" is sold at popular prices—wide range to choose from—leading jobbers handle it.

DURO ALUMINUM, LIMITED

Successors to W. D. SHAMBROOK & CO.
Hamilton, Ontario.
W. D. Shambrook, President

Representatives:

A. T. Chambers, Vancouver.
L. T. Walls Sales Ltd., Winnipeg.
J. R. Anderson, 36 St. Dizier St., Montreal.
Armstrong & Paterson, St. John, N. B.
A. F. Burns, Hamilton, Ont.

"DURO" ALUMINUM WARE

MADE IN CANADA

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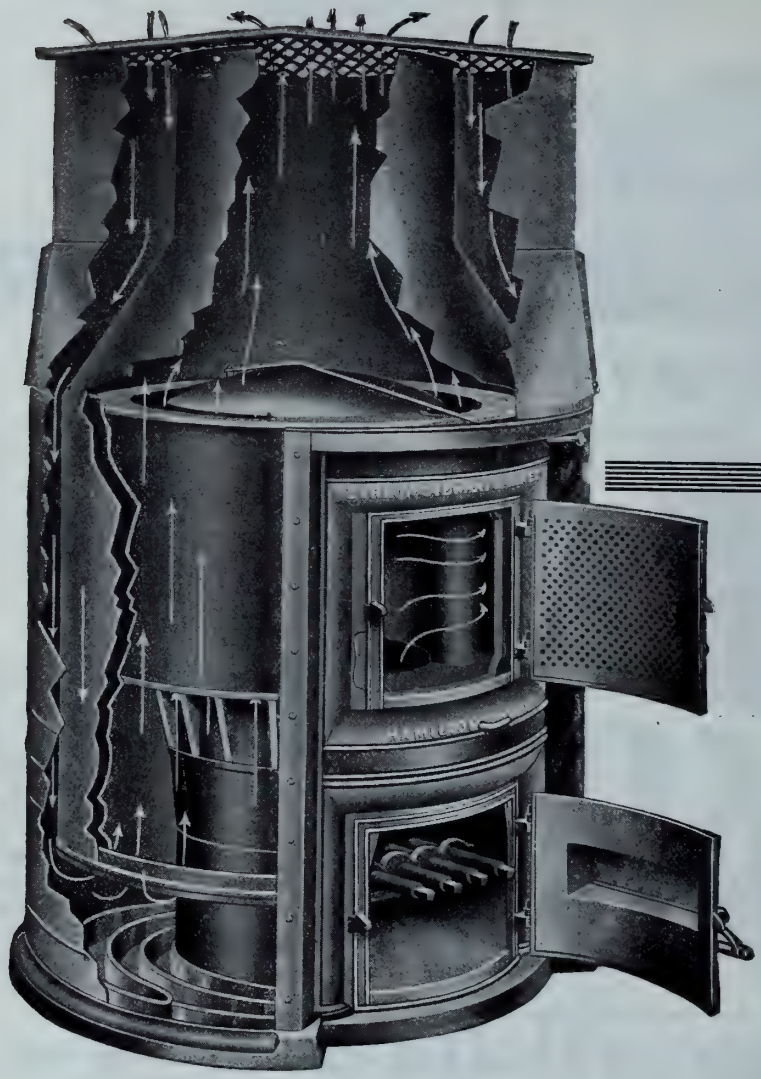


This Sectional View Shows the Advantages of the JEWEL Pipeless Furnace

Notice These Points Particularly--

The Jewel stands for simplicity, as well as comfort, economy and efficiency. It can be installed by an ordinary mechanic in less than a day. It can be installed whether the cellar is full size or not. An excavation large enough for the furnace is sufficient. The cellar is not filled with cumbersome pipes. The Jewel has a large feed door—a target that any man can hit without spilling coal. The ash-pit is deep, with a full-sized pan that can be removed, saving cleaning out with a shovel. The combination dome and radiator provide a large area of effective heating.

Write us to-day for Booklet and learn what the Jewel Pipeless Furnace will do for the hardware man.

— MANUFACTURED BY —

The Burrow, Stewart & Milne Co., Limited

HAMILTON, ONT.

If interested tear out this page and place with letters to be answered.

Decorative Wall Burlaps---

A Profitable Line For The Hardware Merchant.

Burlaps are extensively used by builders, contractors and house owners, for at present prices, there is no more economical wall covering on the market.

Now that building materials are coming down in price—building will increase greatly and Burlaps will, consequently be in much greater demand.

It costs but little to lay in a stock of Burlaps, for they come in three shades only—White, Drab and Green. Burlaps are easy to handle—they do not require much floor space and they allow you a good margin of profit.

Round out your "Builders Supply" Stock by putting in Burlap and you will add materially to your profits.

Write us for selling helps and complete information as to prices, etc.

Dominion Oilcloth & Linoleum Co., Ltd.

Montreal

"IDEAL" ALUMINUM PRODUCTS LIMITED
TRADE IDEAL MARK
TORONTO-CANADA

Tea Pot

Percolating Coffee Pot

Double Boiler

If you have not ordered your supply of aluminum ware for your Christmas trade, we would suggest that you do so immediately, so as to ensure your having a good display in time for the early Christmas shopper.

Send for our catalog, which shows our complete line of attractive designs. Every piece guaranteed.

Casserole
in plain or Holly Box

"IDEAL" ALUMINUM PRODUCTS

LIMITED

2466-2480 Dundas St., West,

Toronto, Canada

Colander

BRANCHES:—
16 St. James St., Montreal, Que.
179 McDermot Ave. E., Winnipeg, Man.
SALES OFFICE:
198 Hastings St. West
Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

GALVANIZED BARBED WIRE

4X6 Four Point regular Barbed Cattle Fencing wire
4X4 Hog Fencing—4 point Barbs Thickset
2X5 Two Point Cattle Fencing

PLAIN TWISTED FENCING WIRE

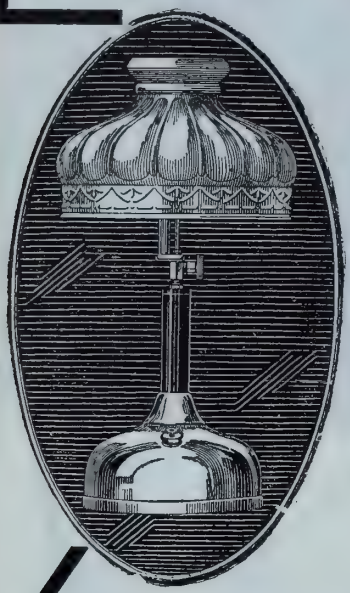
THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

COILED SPRING WIRE (Galvanized)

If interested tear out this page and place with letters to be answered.

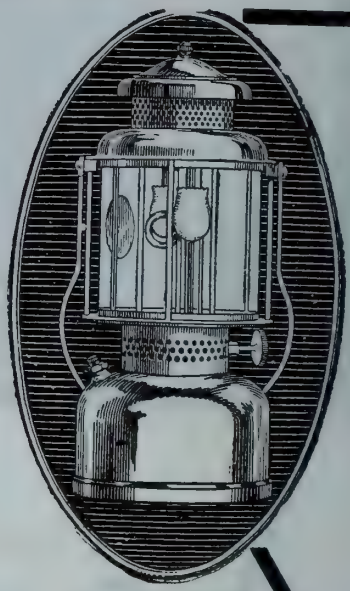
Stock Up NOW—Be Ready to Supply the Christmas Demand for



Coleman Quick-Lite

Lamps and Lanterns

Made in Canada



THERE'S always a big demand for Quick-Lite Lamps and Lanterns at Christmas time. Be prepared to supply these dependable Made-in-Canada lights. Get your full share of sales—and the worth-while profits! Order our Christmas assortment of six Quick-Lites to-day —NOW!

These Jobbers Can Supply You:

Murdock Bros., Limited, Brandon, Man.
J. H. Ashdown Hdw. Co., Ltd., Calgary, Alta.
The Cochrane Hdw. Co., Ltd., Sudbury, Ont.
Cassidy's Limited, Montreal, Que.
Morrison-Blackwood Hdw. Ltd., Moose Jaw, Sask.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
White's Limited, Collingwood, Ont.
Caverhill, Learmont & Co., Ltd., Montreal, Que.
Lynch, Parker & Plewes, Regina, Sask.
Marshall-Wells Hdw. Co., Ltd., Edmonton, Alta.
Wood, Alexander & James, Ltd., Hamilton, Ont.
Letang Hdw. Co., Ltd., Montreal, Que.
Martin, Finlayson & Mather, Ltd., Vancouver, B. C.
J. H. Ashdown Hdw. Co., Ltd., Winnipeg, Man.
Edwin Chown & Son, Ltd., Kingston, Ont.
Starke-Seybold Co., Ltd., Montreal, Que.
Wood-Vallance, Limited, Regina, Sask.
Marshall-Wells, Limited, Winnipeg, Man.
Wood, Vallance & Leggat, Ltd., Vancouver, B. C.
A. Chown & Company, Ltd., Kingston, Ont.
Revillion Wholesale Co., Ltd., Edmonton, Alta.
Lewis Bros., Limited, Montreal, Que.
The Nelson Hdw. Co., Nelson, B. C.
Cassidy & Company, Ltd., Toronto, Ont.
A. Bright & Sons, Winnipeg, Man.
McLennan, McFeely & Co., Ltd., Vancouver, B. C.
Miller-Morse Hdw. Co., Ltd., Winnipeg, Man.
Western Canada Hdw. Co., Ltd., Lethbridge, Alta.
Hobbs Hdw. Co., London, Ont.
Wood-Vallance Hdw. Co., Nelson, B. C.
The Thomas Co., Ltd., Quebec City, Que.
Hewitt & Black, Ltd., Medicine Hat, Alta.
D. H. Howden & Company, Ltd., London, Ont.
Cassidy & Company Ltd., Vancouver, B. C.
Murdoch Bros., Limited, Winnipeg, Man.
Kennedy Hdw. Co., Ltd., Toronto, Ont.
Samson and Filion, Quebec City, Que.
Rochester Lamp Company, Toronto, Ont.
Marshall-Wells & Co., Ltd., Vancouver, B. C.
Porter & Company, Winnipeg, Man.
Emerson & Fisher, Ltd., St. John, N. B.
Rice Lewis & Son, Ltd., Toronto, Ont.
Walter Woods, Ltd., Winnipeg, Man.
E. G. Prior & Co., Ltd., Victoria, B. C.
H. S. Howland, Sons & Co., Ltd., Toronto, Ont.
Wood-Vallance Ltd., Winnipeg, Man.
J. H. Ashdown Hdw. Co. Ltd., Saskatoon, Sask.
Hudson Bay Company, Winnipeg, Man.

The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Queen Street East and Davies Avenue, Toronto.

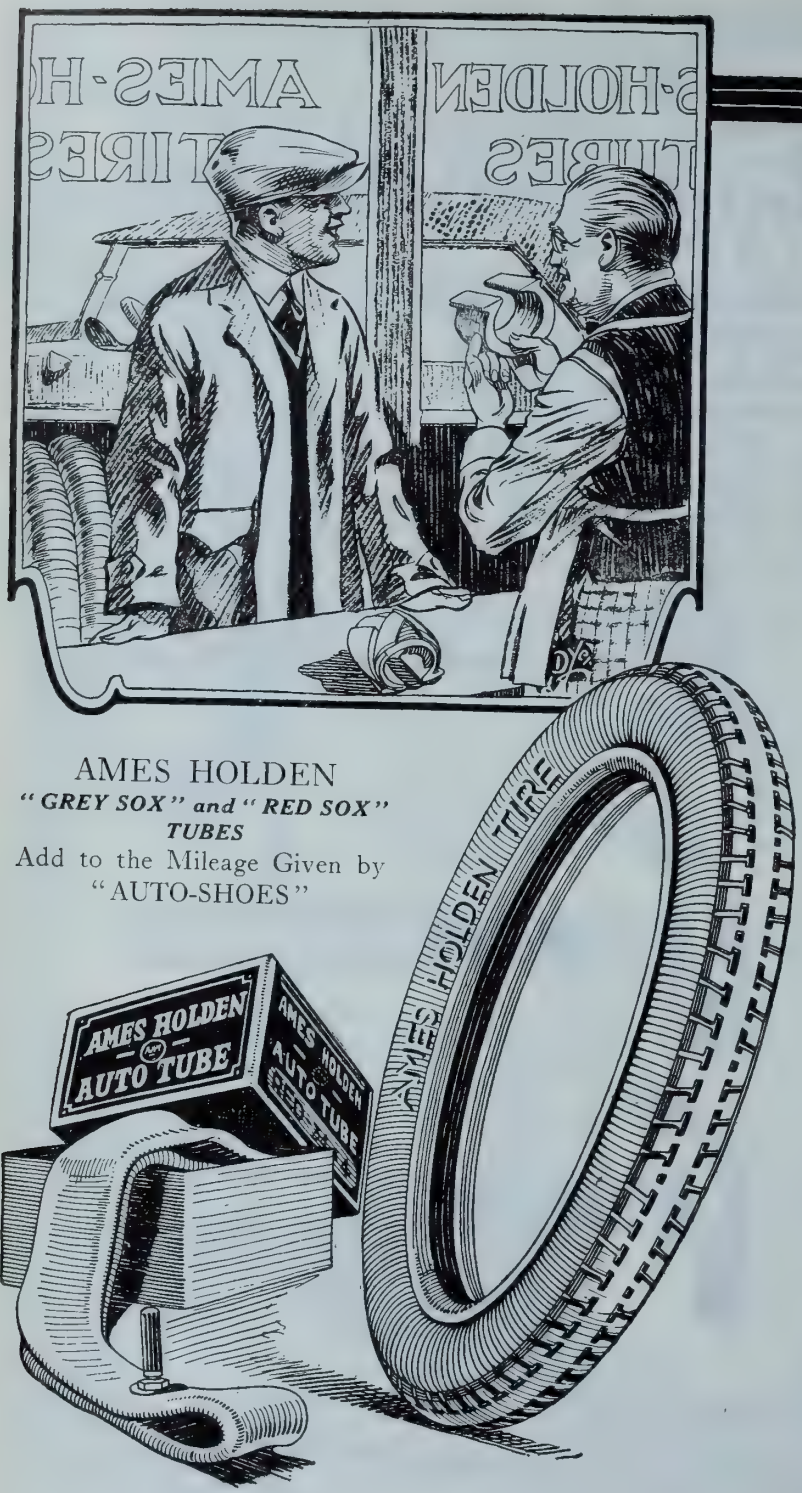
CANADA

FOUNDRIES & FORGINGS

LIMITED

JAMES SMART PLANT, BROCKVILLE, CANADA

If interested tear out this page and place with letters to be answered.



AMES HOLDEN
"GREY SOX" and "RED SOX"
TUBES
Add to the Mileage Given by
"AUTO-SHOES"

AHM System

All the mileage you expect

Any of your friends who are using Ames Holden AUTO-SHOES on their car will be glad to tell you of the unusual mileage they are getting.

And if your friends cannot convince you that AUTO-SHOES are giving them more value (mileage) for their money than they ever got before—there is but one thing to do. Take advantage of the unconditional guarantee of **a satisfied customer** that goes with every AUTO-SHOE and put one on your right rear wheel. Put the best other tire you know on the other rear wheel—and compare the wear.

If you sell Tires

You will be interested in AUTO-SHOE lower cost per mile, because your customers are buying their tires on a cost-per-mile basis.

Ask our nearest Sales Office to tell you about the unusual opportunity there is in your district for bigger tire business with

AMES HOLDEN "AUTO-SHOES"

CORD AND FABRIC TIRES MADE IN ALL STANDARD SIZES

AMES HOLDEN McCREADY LIMITED

Halifax St. John Quebec Montreal Ottawa Toronto London Winnipeg Regina Saskatoon Edmonton Calgary Vancouver

Our Guarantee has no Time or Mileage Limits

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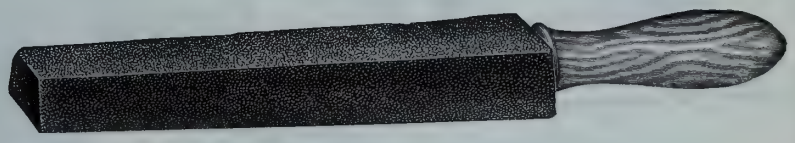
HART MOWER FILE

and utility sharpening tool and its many uses by Farmers, Mechanics and Housewives



—and he longed for a sharp hatchet!

All last summer, on every auto tour, picnic and camping trip, he had promised himself to have that hatchet sharpened. Somehow, when the trip was over, the hatchet was never sent out to be sharpened.

The other day he got wise and bought one of these reliable, utility sharpeners —the Hart Mower File—and now he has an edge on the hatchet, the axe and the ice-chopper ready for sidewalks this winter. Moral: Let customers know the many uses of Hart Mower Files.

Some Other Uses

Mower and binder sections, cutter-box knives, ensilage knives, scythes—though not especially shaped for them it cuts quickly, carpenter's tools, knives, grass clippers, lawn mower blades, tinsmith's shears.

Order Hart Mower Files from your jobber.

Canadian Hart Products Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

Marathon Enameled Ware

The New Ware - The Clean Ware

Kitchen utensils in a choice variety of designs and colorings. Suitable and pleasing to the eye of the modern housewife.

Dealers throughout the country are building business with this ware.
It has more than met our expectations, it has proved irresistible.

Its wonderful coloring—a beautiful mottled chocolate brown outside with lustrous white lining—attracts attention and makes sales.

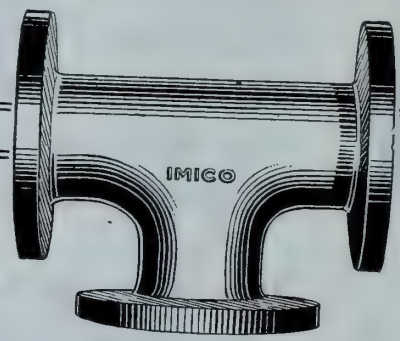
The Thos. Davidson Mfg Co Limited

***Head Office:* Montreal**

Branches:
TORONTO - WINNIPEG - CALGARY - VANCOUVER
STEEL FOUNDRY DIVISION:--
LACHINE CANAL, TURCOT.

DAVIDSON

IM



IM

Quality, Service, Reasonable Prices

On I.M. Brand Pipe Fittings and the general run of malleable and grey iron castings for manufacturers of machinery, agricultural implements, automobiles and specialties.

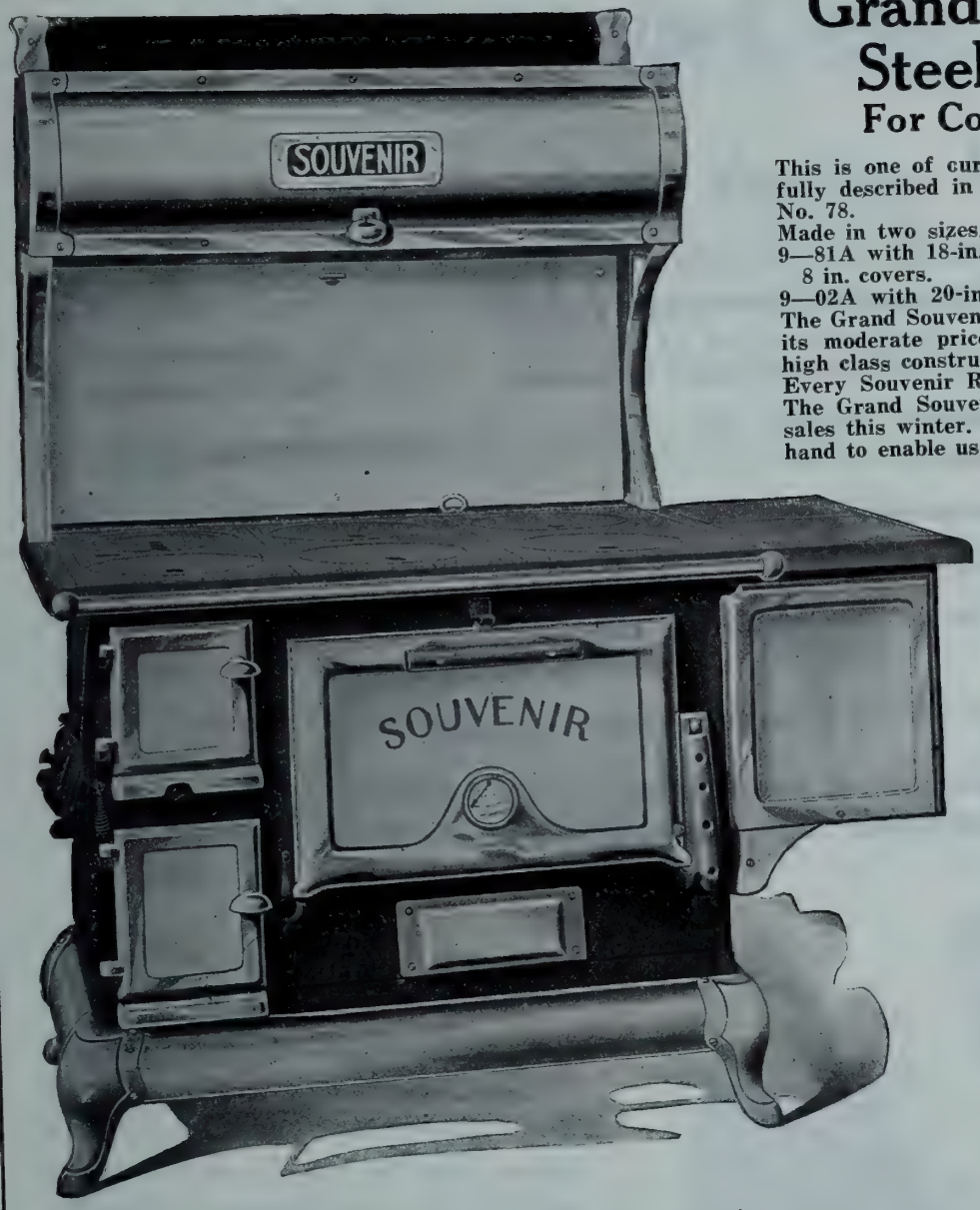
Our cast iron fittings are made with iron of high tensile strength, properly proportioned, and correctly tapped. Our malleable fittings are made of Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads. We can supply both screwed and flange fittings, either black or galvanized.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada.

If interested tear out this page and place with letters to be answered.

SOUVENIR
STOVES and RANGES



Grand Souvenir Steel Ranges
For Coal or Wood

This is one of cur leaders, as illustrated and fully described in our latest Stove Catalogue No. 78.
Made in two sizes, numbers
9—81A with 18-in. oven and 4—9 in. and 2—8 in. covers.
9—02A with 20-in. oven and 6—9 in. covers.
The Grand Souvenir is a ready seller owing to its moderate price, beautiful appearance and high class construction.
Every Souvenir Range Guaranteed.
The Grand Souvenir will increase your stove sales this winter. We have sufficient stock on hand to enable us to ship all orders promptly.

New Idea Warm Air Furnaces

Both in pipe and pipeless style, made in sizes to suit all requirements. We also have sufficient stock of furnaces in our warehouse to insure merchants of immediate delivery.
New Stove Catalogue just off the press. Also pamphlets, booklets and circulars will be gladly furnished upon request. Write for them to-day.

The Hamilton Stove & Heater Co., Ltd.

Successors to the Gurney Tilden Co., Ltd., Hamilton.
75 year's Successful Manufacturing.

Special Quebec Representatives:
Montreal Supply Company, Limited
16 Craig Street West
Montreal, Quebec.

Vancouver Representative:
1073 Hamilton Street, Vancouver, B. C.

Winnipeg Representative:
134½ Higgins Ave., Winnipeg, Man.

If interested tear out this page and place with letters to be answered.

FACE THE FACTS

New business methods are required to meet new business conditions

Old methods invite failure

This merchant is trying to meet present-day conditions with an out-of-date store system.

(1) He can't get the records he needs.

(2) He guesses about the amount of outstanding accounts.

(3) His customers get slow service.

(4) He gives no receipt to his customers.

(5) There is no incentive for his clerks to do better work.

(6) He hasn't been able to reduce expenses.

He complains about conditions.
He is discouraged. He fears failure.

WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $100 IN CANADA

NATIONAL

CASH REGISTER COMPANY - TORONTO ONT.

If interested tear out this page and place with letters to be answered.

FACE THE FACTS

New model National Cash Registers help merchants meet new conditions

New methods insure success

This merchant has installed a new model National Cash Register especially designed to help merchants meet new conditions.

(1) It gives facts necessary for managing his business.
(2) It provides an easy way to keep tax records.
(3) It gives quick, accurate service to customers.
(4) It prints a receipt for each customer.
(5) It helps clerks sell more goods.
(6) It reduces overhead.

He has made conditions in his store right.
He is meeting present-day conditions successfully.

A National Cash Register is the only machine that issues a receipt, indicates, adds, prints, classifies, and distributes records *at the time of the sale,* all in one operation. No figure work. No delays. No mistakes. Just read the totals.

WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $100 IN CANADA

NATIONAL

CASH REGISTER COMPANY - TORONTO ONT.

If interested tear out this page and place with letters to be answered.

"Please send me," he said,

And we mailed him the book. This is the letter he wrote us:

Dayton, O., June 2, 1921.

"Henry Disston & Sons Inc.
Philadelphia, Pa.

"Gentlemen:—I want to thank you for your 'Saw, Tool and File Book,' which I received several days ago, and with which I am very much pleased.

"Your Book is just what I need, I have six of your saws, but the way I have been filing them I think I shall need a jointer.

"I feel very good toward you for your courtesy to me! in fact, I think you are just about as fine as your saws. I don't think that I could pay you a higher compliment.

"I am fifty-five years old, and in all my years I have heard only two men praise any but the 'Disston Saws.'

"I am not familiar with your other tools, and, frankly, I didn't know that you made any others, but I shall get acquainted with some of them very soon.

"In conclusion let me again thank you for the Book; it has so much valuable information in it, and so many fine illustrations that I hardly know which to praise more—its utility or its art. I like both, and am immensely pleased.

Yours truly,
WM. BENZING,
1220 Wyoming Street."

When a man gives us a compliment like that, do you wonder that we want to talk about it? We wish you would read the book. If you would like a copy, or several for your clerks and customers, write your name and address on this page, and mail it to us. Address the envelope to Desk No. 2. We will send you the book free of charge.

DISSTON

HENRY DISSTON & SONS, LTD.
TORONTO, CANADA.
Branch: Vancouver, B. C.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes

Mandrels
Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre

Stave Saws
Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered.

Arrow Brand Wringers

What More Acceptable Christmas Gift Than a Washing Machine or Wringer?

Wise dealers prominently display an assortment and suggest these splendid labor-savers to customers.

Many a man will buy a washing machine or wringer (or both) for his wife or mother and thank the dealer for his happy suggestion.

The "Dowswell" line comprises washing machines and wringers for every sized pocket book.

DOWSWELL, LEES & CO. LTD.

HAMILTON, CANADA

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

A VALVE for EVERY SERVICE

Give Him The Best Valve For That Particular Purpose

FIG. 106.
Jenkins Brass Globe Valve.

FIG. 402
Jenkins Standard Gate Valve.

With a stock of Jenkins Valves you can give every customer the size and type of valve he requires, the best valve available for that particular purpose.

The Jenkins Diamond Mark on the body of the valve is your guarantee of a satisfied customer and the customer's assurance of lasting, trouble-free service under the most severe usage conditions.

Catalog No. 8 shows you how very complete the Jenkins line is—a valve for every service, It will be mailed you on request.

Jenkins Bros.
LIMITED
TRADE JENKINS MARK
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO
European Branch
5 Great Queen St., Kingsway, London, W.C. 2, Eng.
VANCOUVER
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

FITTINGS LIMITED

OSHAWA, CAN.
MANUFACTURERS OF
"DIAMOND" PIPE FITTINGS

If interested tear out this page and place with letters to be answered.

"VICTOR"

Improved Wood Snow Shovels

VICTOR Shovels make year 'round sales. Farmers and stablemen find they never damage the floors of stables and barns, as steel shovels do. VICTORS are popular in the East and the West. The blades are made in several sizes, broad and narrow. Children's sizes are plain or painted red. They stand all climates. All shovels are oiled to prevent snow sticking to the blades. Supplied with top ferrule, or top and bit ferrule.

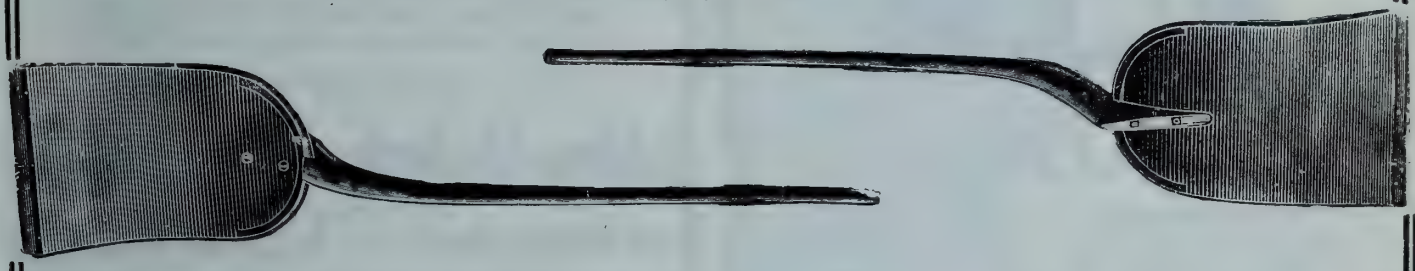
An Attractive Offer to Both Jobbers and Retailers

Victor Industrial Co., Reg'd., Quebec

RICHARDSON & BUREAU

MONTREAL

Sole Selling Representatives



Protect Your Business

Make Your Book Accounts, Bonds, Overnight Cash, Safe With

Goldie & McCulloch Safes

They have stood actual fires—some of Canada's hottest fires—with perfect protection to their contents.

In these days of a continent-wide crime-wave, no merchant can afford to be without the protection of Goldie & McCulloch Safes.

There are sizes and styles for every requirement. Ask for our Safe Catalogue H-32.

The

Goldie & McCulloch

Company, Limited

Head Office and Works: Galt, Ontario, Canada.

Toronto Office: 1101-2 Bank of Hamilton Bldg. Western Branch Office: 248 McDermott Ave., Winnipeg, Man.
Maritime Provinces: E. L. Stailing, Roy Bldg., Halifax, N.S. B.C. Agent: C. L. Ford, 569 Richards St., Vancouver, B.C.
Quebec Agents: Ross & Greig, 400 St. James St., Montreal, Que.

If interested tear out this page and place with letters to be answered.

FRIEND MAKING FEATURES

DEALERS!

There are many friend making features about the REED SUPER-SERVICE LINE of GARBAGE and ASH CANS which will make hosts of friends for you —the kind that are so satisfied that they can't help talking about it.

Take for instance, the Style "B" Can illustrated above. **Service** and **durability** are built right into it. No. 18 Galvanized Steel is used throughout in its construction. All joints are hand riveted and hard soldered. Top and bottom are reinforced with heavy iron bands, and the sides with six channel irons. There's no chance of the garbage man battering this can up. It's built to last. The bottom is set up to clear ground, and either hand forged or milk can handles can be supplied.

It will pay you to investigate the SUPER-SERVICE LINE. It's made in Canada. **This fact will save you money on duty, exchange and freight, and give you a greater margin of profit.**

WRITE US TO-DAY

Geo. W. Reed & Co.
LIMITED
MONTREAL

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.
Established 1879
82 McGill Street **Montreal, Canada**

JOSEPH RODGERS & SONS
LIMITED
SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY
By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

If interested tear out this page and place with letters to be answered.

An Explanation

For every happening there is a cause and an explanation. Sometimes this explanation is simply a poor excuse. Sometimes it is a real alibi.
For several months of this year our service and deliveries have not been the best and we feel that an explanation and apology is due to our customers.

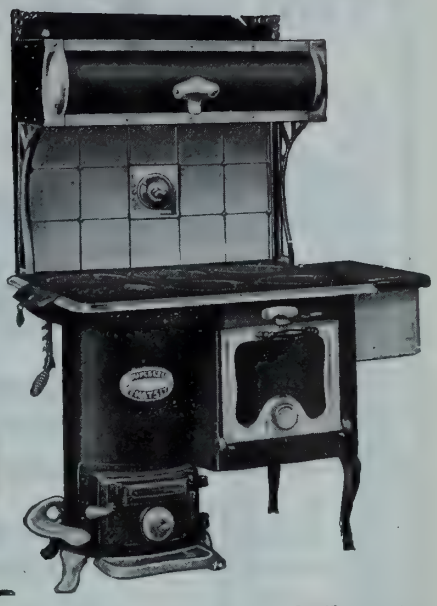
Here is the Reason

Our business had increased more rapidly than we had foreseen until it was far beyond the possible capacity of our old plant. To remedy this we had planned and were building a newer and larger one. But while we were dismantling the old plant and installing machinery and equipment in the new one an interruption of production was inevitable.

On August 15th, we were enabled to start operating in our new plant—straining every resource to catch up with back orders, and to build up our depleted stocks. And we are pleased to inform you that we now can give reasonably prompt shipments on all staple lines—filling most orders the day received or at the outside in two or three days.

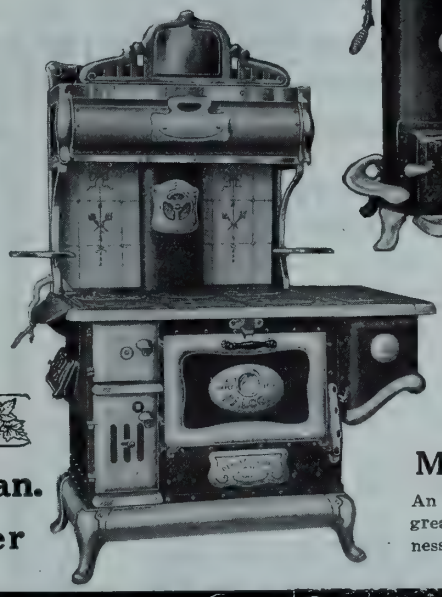
Bear in mind, that our new plant has three times the capacity of the old one and that we are continually increasing our output, and taking care of the increased demands.

There need be no hesitation on your part in pushing the Maple Leaf line of stoves, ranges and heaters to the limit of your ability as you can safely depend on our backing you up promptly and completely.



Maple Leaf Thatsit

The newest of all Quebec type cooking ranges—able, roomy, efficient and beautiful. It's a leading feature.



Maple Leaf Falcon

An aristocratic steel range of great beauty and supreme usefulness.

BEACH FOUNDRY LIMITED

Head Office and Factory: Ottawa, Can.

Branches in Winnipeg and Vancouver

The "NATIONAL" Line
OF
GUARANTEED
AXES AND LUMBERING TOOLS

In our large plant we are now making **all kinds** of good axes, cant hooks, peaveys and maple handles. We make nothing but the best, and **our prices are right.** Every article fully guaranteed.

We want your orders, and we are going to make it to your interest to place them with us.

OUR NEW AXE AND LUMBERING TOOL CATALOGUE IS NOW READY

Write us for one, and mention the lines in which you are most interested and we will quote you our "dull times" prices on them. **Write now.**

THE NATIONAL FARMING MACHINERY Limited

Montmagny, Quebec

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

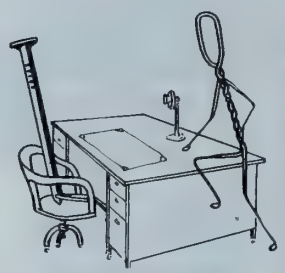
HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

Laidlaw's Wire Boys

Their Chat No. 4

Overlooking the Business that's Going



"Believe me, W. N., I put the skids under one fellow this week—a hardwareman who had got into a rut and didn't try to get out. He complained that business was punk and that there was nothing doing in building in town. I got him to take a little walk with me and we landed around where a whole row of houses was going up—just in time to see Smith's Hardware truck dumping off two kegs of nails. I didn't need to repeat the moral to him, he took the hint and I'll venture to say he is on the job from now on."

Moral:—"Get the business that's going, even if it isn't big."

Laidlaw Bale Tie Co. Ltd.
Hamilton - - Canada

JARDINE TOOLS

In this reliable, dependable machine all the rollers are geared. These powerful rollers are grooved for two thicknesses of iron for bending edgewise. Unless otherwise ordered we supply grooves for 3-8 inch and 1-2 inch iron.

This useful machine will take iron up to six inches wide. It bends up to four inches by one inch, or it will bend wider iron of proportionate thicknesses. It gives service for circles by bending up to one and three-quarters by five-eighths inches edgewise. The top roller is removable. All Jardine Benders have the center roll removable.

We are enabled to offer this machine at an extremely low price, only because we produce them in large volume.

Tire Bender No. 4

Ask for catalogues.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario

If interested tear out this page and place with letters to be answered.

There is steady profit in handling files, because files must continually be replaced as they become dull.

When you carry one of our five standard brands, your profits come without any effort.

File users know and ask for these files: they will draw trade to your store.

Specify one of the following brands when ordering from your jobber:

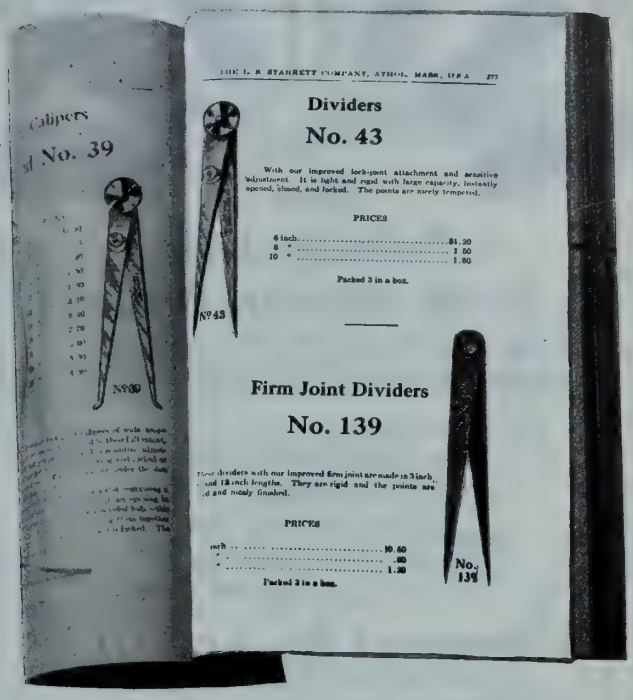
Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

New Tools You Should Know



FIRM JOINT DIVIDERS No. 139

A new line of high grade Starrett dividers selling at a moderate price. These dividers are fitted with an improved firm joint and will be found very rigid. The points are hardened and the dividers are well finished throughout. Described and illustrated on page 277 of the new Starrett Catalog No. 22 "MA". Copy of this catalog sent free on request. If desired, extra copies will also be g'adly furnished for distribution. Write for these and also ask for the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT CO.
The World's Greatest Toolmakers
Manufacturers of Hack Saws
Unexcelled

Athol, Mass.

Sell Starrett Tools!

If interested tear out this page and place with letters to be answered.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

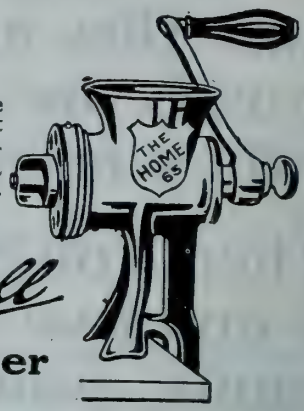
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

The Cash Register Tinkles—

Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a



Maxwell
Food Chopper

There is the generous sales profit on an article in constant demand—**plus** customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

MAXWELLS LIMITED
St. Mary's, Ontario

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets.

"We Ship While Others Are Thinking About It".

Wheeler & Bain
Limited
Toronto, Canada

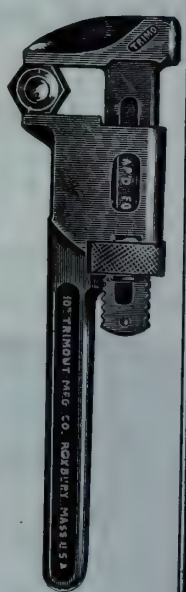
TRIMO

THE WORD TRIMO

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

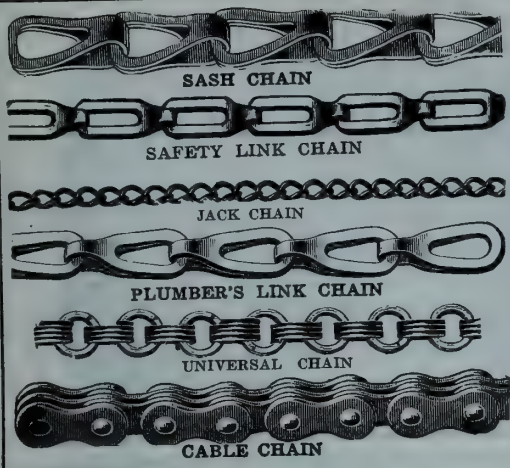


Pipe Wrench

Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

If interested tear out this page and place with letters to be answered.



SASH
CABLE
TRANSOM
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

CHAINS

6 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES

Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAIN"
BRIDGEPORT, CONN., U. S. A.

Two New Wellworth Aluminum Lines

Porridge Bowl

No.	657
Size	206
Diam. top ins.	6
Diam. bot. ins.	2⅜
Depth ins.	2⅝

Potato Pot

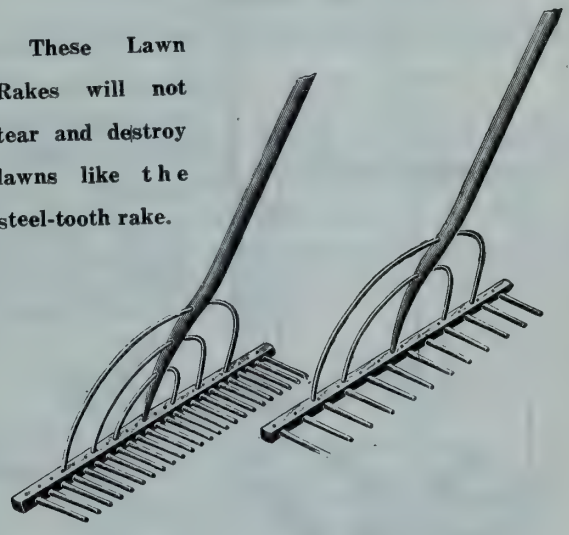
Spout welded, fitted with strainer. Lock-right handle, holds cover securely during straining operation.

No.	628
Size	396
Capacity quarts	6
Diam. ins.	10⅜
Depth ins	5⅛

Wentworth Mfg. Co., Hamilton, Canada

Steel Tube Bow Hay and Lawn Rakes

These Lawn Rakes will not tear and destroy lawns like the steel-tooth rake.



It is easy to convince your customers of the superiority of this rake.
The steel tube bow makes a much stronger and better looking rake and does not add anything to the weight.
Note the improved double bend in the handle, making a much better hanging rake.
We also make the wood and wire bow rake.

RUGG-BALL MFG. CO., LIMITED
AYER'S CLIFF, - - QUEBEC

Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

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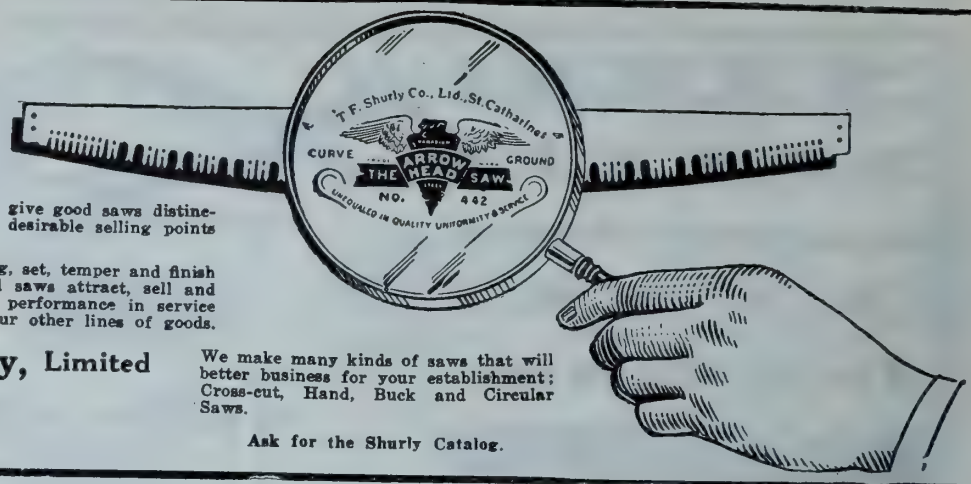
LENNOXVILLE QUEBEC
Western Agents: The H. L. Perry Co., Limited, Winnipeg, Man.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

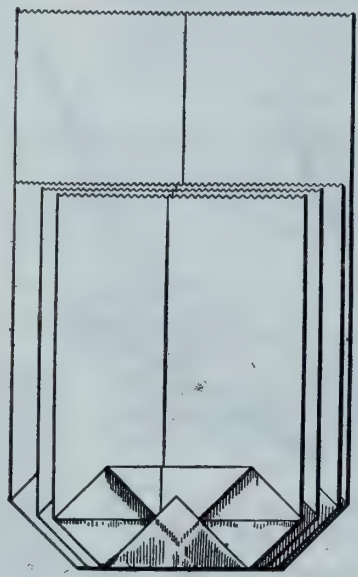


T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

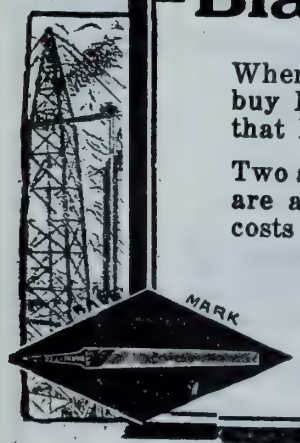
The Continental Paper Products, Ltd.
OTTAWA - CANADA

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

Black Diamond for Cutting



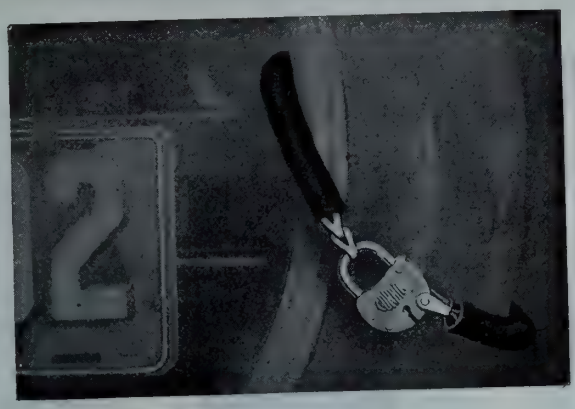
When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.



Your Christmas Trade and the Premax Chain Tire Guard

The holiday buyer demands not only novelty but utility. The Premax Chain Tire Guard possesses both.

The flat-link chain is attractive and substantial. The heavy rubber covering is handsome and durable. The attached Corbin lock is an added feature to clinch the sale.

Order now from your jobber or write direct.

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NIAGARA FALLS, N.Y.

Division M

Makers of the Dodson All Steel Hame Strap

Canadian Sales Agents:

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ABSOLUTELY

BEST FOR ALL MACHINERY BEARINGS

Hundreds of tons in use.

THE CANADA METAL CO. Limited

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TORONTO HAMILTON MONTREAL

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

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Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

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There are bright spots in the industrial outlook. Each issue of the business papers, with their broad view of every branch of Canadian trade, tell of examples of success. "Go ahead" merchants and manufacturers are cited who have not only maintained business at former levels but increased it!

They did it by their own energy and initiative. They stirred, acted, hustled and succeeded.

Try an order with Thomas Birkett & Son Co., Limited. Let your window and counter displays reflect a change of goods and a new freshness. Write us to-day about well-known, dependable lines of goods that will help you liven up the store. Give your customers a change of "scenery."

Thos. Birkett & Son Co.,
LIMITED

Shelf and Heavy Wholesale Hardware

Ottawa, Canada

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Immediate or Deferred Shipments of HANDLES

We can ship promptly rush orders for Axe, Hammer, Peavy, Pick and Cant Dog Handles. These Beautifully-made handles are from selected, clear, straight Second Growth Hickory, White Ash and Maple.

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Darrah Bros.

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GOOD PROFITS IN THESE

PNEUMATIC TANKS

FOR FARM WATER SYSTEMS

EVERY FARMER NEEDS ONE OF THESE TANKS

First-Class in every respect Welded throughout and tested thoroughly before leaving our factory

Listen Hardwaremen! We can supply you with this tank, for you to complete with your own pump and fittings, or we can sell you the complete outfit at a discount that will net you a *good profit.* Shipped direct to your customer from our factory. We believe we are the only firm selling these lines through the Hardware trade. *We want your orders —write us for full information re prices, terms, etc.*

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for STILL'S HANDLES are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell STILL'S.

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

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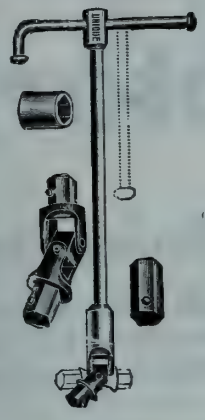
LANE'S UNIQUE TOOLS

Unique Universal Socket Wrench Set



Style "A" Set

Mechanics are ready buyers of Lane's New Wrench. They appreciate its utility. It may be used as a Universal Joint Wrench or an ordinary Tee Handle Socket Wrench. The sockets of Lane's small unique Ratchet Sets fit both the Joint and Adapter Pin of the New Unique Universal Wrench. It operates at any angle up to 45 degrees. The sliding handle permits using the wrench in close quarters. Style "A" Set.

Manufactured By

WILL B. LANE UNIQUE TOOL CO.

170 W. Randolph St., Chicago, Illinois

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

Stack Heater

The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

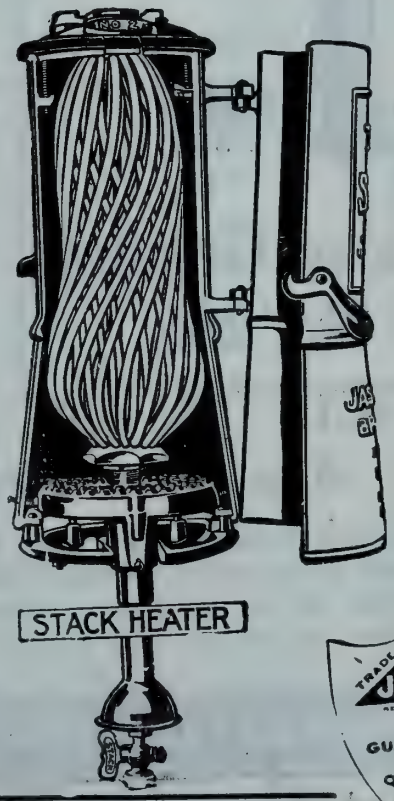
Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card

The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide Street West, Toronto, Ontario

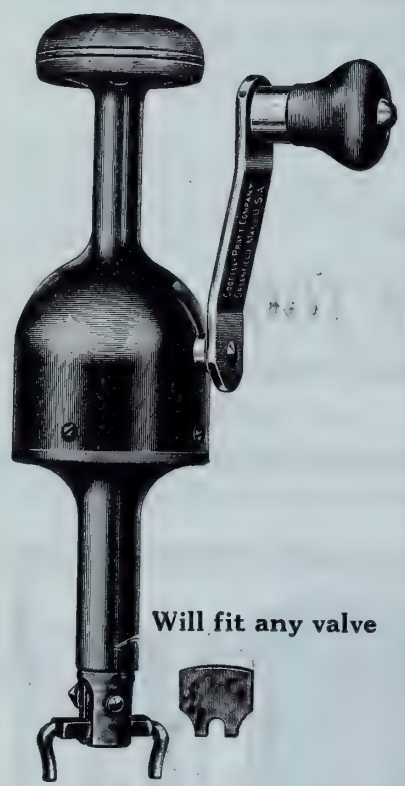


TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If interested tear out this page and place with letters to be answered.

GOODELL-PRATT
1500 GOOD TOOLS

Tools for the Motorist



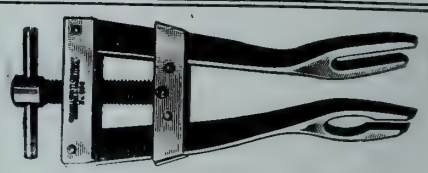
Will fit any valve

Valve Grinder No. 288

Every One a Necessity

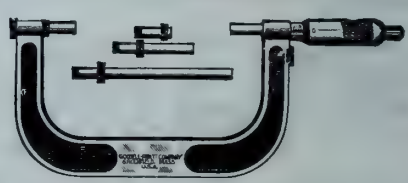
Goodell-Pratt Automobile Tools were designed by practical automotive mechanics to fill some real need, and our advertising is creating a brisk demand for them.

There are over 2,000 Sizes and Kinds of Goodell-Pratt Tools for Motorists, Toolmakers, Carpenters and Householders.



Valve Lifter No. 596

Bearing Scraper No. 382



2 to 6-in. Micrometer No. 622

Chauffeurs' Wrench No. 595

Carbon Scrapers No. 568

Are You Prepared?

Your customers will soon be calling for just such tools as are shown on this page. Is your stock up to normal so that you may render them the service they expect?

GOODELL-PRATT COMPANY **Greenfield, Mass., U.S.A.**

If interested tear out this page and place with letters to be answered.

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. NOVEMBER 12, 1921 No. 46

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JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.

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Quality and Satisfaction

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"QUEENS HEAD" GALVANIZED IRON CANADA

Galvanized Iron

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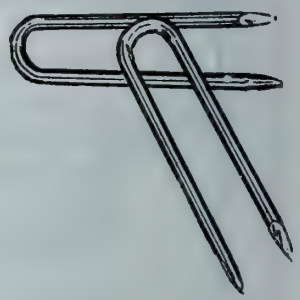


IMPERIAL

Wire, Barbed Wire, Staples, Tinned Wire,
Bale Ties, Wire Spikes, Poultry Netting,
Fencing, Pin Wire, Wire Nails, etc.,

Write To-day For Information and Prices

Imperial Steel & Wire Company, Limited
Collingwood, Canada
Distributors for Ontario: White's Limited, Collingwood, Ont.

Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

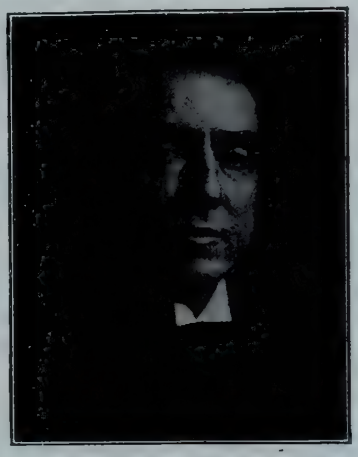
Vol. XXXIII NOVEMBER 12, 1921. No. 46

Increase in Confidence Among Buyers

Next Year Expected to Surpass 1921 Trade Records, Though No Record Breaking Seasons Anticipated—Canadian Industry Makes More Favorable Showing Than That of U.S. or European Countries Since the War—England Will Make Complete Recovery In Record Time

Based on interview of Hardware and Metal with W. H. Cottingham, President The Sherwin-Williams Company, of Canada, Ltd.

"WHILE 1922 can hardly be expected to yield record breaking seasons for paint, varnishes and allied products, the early indications now presented, certainly point to next year surpassing 1921 records," said W. H. Cottingham, president of the Sherwin-Williams Company of Canada, Limited, to Hardware and Metal in discussing the outlook for the products of their company. This year had been quite favorable for the industry, and the lack of painting during war years was no doubt responsible to a great extent. However, there still remained a good amount of outside work to be done, and where it was curtailed this year because of high prices, the obstacle had now been removed by the reduction of prices at the close of the summer months. Taking from the first of September, the returns of the company showed an increased volume of business, but owing to the decline in values, the cash turnover could not be expected in excess of last year.



W. H. COTTINGHAM

President The Sherwin-Williams Company of Canada, Limited, who reports an increasing confidence among buyers and predicts improved trade during 1922.

"The volume of business in the past two months offers encouragement, and the reason why we may look for further increased sales, is the return of confidence on the part of the buying public which has been lacking during the period of the declining market. People are beginning to realize that, comparatively, paint prices are within reasonable reach of 1914 prices," continued Mr. Cottingham.

Possibilities of lower prices seemed very remote. Rather, from every appearance, a steady market might be anticipated for the coming year's trade. Touching on the present cost of raw materials in comparison with prices previous to the war, it was pointed out that linseed oil was lower than pre-war prices, also turpentine. White lead in oil was within easy reach of 1914 prices, also zinc oxide, lithophone and most dry colors. To comply with these conditions on the basic materials, prices had been accordingly lowered until paint was now being placed on the market at quotations realized by both dealer and consumer to be productive costs plus a reasonable amount of profit.

"Canada should really be congratulated on her present standing and the headway she has made since the close of the war. The returns of our Canadian Company in the fiscal year just closed, show more favorably than either our American or English plants," was Mr. Cottingham's reply to the question of Canada's present position in comparison with other countries where this firm operates. The reason of the progress, when compared with the United States, was, in his opinion, the difference in sentiment between the average Canadian citizen and his neighbor to the south. The American was usually more optimistic when times were good, and more pessimistic when times were the reverse. The people of Canada had commenced their reconstructive work in a quiet and determined way and although at times were faced with circumstances that would often cause an uncertain outlook, had never ceased in their endeavor to surmount the difficulties.

Mr. Cottingham has been in England for the most part of the summer and therefore was quite conversant with trade conditions in the mother country. Speaking briefly, he stated that England was suffering from the loss of her export trade, depending so much as she must, on her foreign markets. This was gradually being overcome and it would not be long before she would regain her former standing. The exchange rates on her money markets had also proved an obstacle which would probably yet take some time to adjust. Internal troubles were to-day very prominent, requiring careful and steady legislation, the result of which was being closely watched by the world at large. However, through it all, Mr. Cottingham believes England will be one of the first to make a complete recovery from the long period of depression.

This information concerning England's recuperative powers will be of interest to those business men interested in noting evidences of improvement in world business affairs.

In view of plans being made by many hardware merchants to stimulate next year's paint trade beyond any volume yet experienced it will be encouraging to note Mr. Cottingham's remarks concerning the possibilities for trade in 1922. Lower prices combined with more confidence among buyers and a continuation of the national sentiment mentioned, should help hardware trade considerably in the coming year.

Canadian Metal Importers Restricted

Government Customs Ruling Restricts Importation Into Canada of "Scrap" Brass from Munitions—Classes Such Scrap as Manufactured Product—Germany and United States Purchase Large Quantities of Such Material with Advantage to Domestic Brass Industries

HOW the existing Canadian tariff schedule is operated to the disadvantage of certain Canadian manufacturers, and to the distinct gain of foreign producers of brass goods, is contained in the present interpretation of Clauses Nos. 352 and No. 348, in the tariff regulations.

The definition as to what constitutes "scrap" brass has arisen in connection with brass forgings of fuse bodies, noses and primers, taken from shells, huge quantities of which have been sold by the British Government War Stocks Disposal Board. Naturally, certain Canadian concerns interested in this connection, have attempted to import their purchases of this material under the description of "scrap" brass. It is claimed that these brass forgings, when being removed from the shells are damaged in the process to such an extent that they are of no possible further use except as scrap.

However the minister of Customs and Excise adheres to the clause No. 352, which places a 20 per cent. ad valorem duty on all imported articles of brass manufacture coming from Great Britain; although clause No. 348 of the same tariff schedule provides for the "free" admission of "scrap" brass. The ruling of the Customs Department at Ottawa that these caps and primers are liable to the duty, has far-reaching effects as regards Canadian brass products, and is liable to be reflected in the future degree of activity in the brass manufacturing industry of this country.

Importation Prohibitive

"The application of this duty," said E. W. Knight, Purchasing Agent of Frankel Bros., Limited, to Hardware & Metal, "renders the importation of this waste material prohibitive. At the same time, this material is being imported duty free into the United States, and other foreign countries; a state of affairs which gives brass manufacturers of those countries a distinct 'edge' in the cost of production over the Canadian competitor."

"The fact that the British Government listed this material as 'scrap' and sold it under that description," said Mr. Knight, "is claimed as an admission that the forgings are of no practical use, except for re-melting purposes. On the other hand, the Canadian authorities claim that they are part of a manufactured article, and as such are liable to taxation. This ruling is looked upon as absurd, both in the waste material markets, and also among those interested in scrap brass from the viewpoint of manufacturing brass products of various description, for it is a distinct restriction to Canadian trading in this commodity."

180,000 Tons Available

"The largest quantity of scrap brass, 180,000 tons, placed on the markets at any one time, has recently been sold by the British Government interests. Some fifty thousand tons of this material, shell noses, etc., have been re-sold to German concerns, thus giving Germany's brass factories a much lower ratio of production cost than manufacturers who have to use virgin metal. It is considered likely that a large proportion of the remainder—130,000 tons, will find its way into the United States, as that country allows scrap brass to enter duty free, the same as Canada. The difference comes in, however, by adhering to the 'scrap' definition at the U. S. ports; while classing the shell forgings as 'parts of manufactured brass goods' in Canadian custom regulations."

In this connection, it is said that one American dealer in scrap materials had shipped a quantity of these brass leavings to Canada, but when the consignment was held in bond here for duty, this broker had it diverted to the States. Under such conditions, the production of manufacured brass goods can be carried on by U. S. firms on a much lower primary cost basis than is attainable among Canadian branches of the industry. A number of Canadian firms, however, state that they use nothing else but the virgin metal in their products, as certain defects or pieces of iron and steel found in the ordinary scrap brass, frequently play havoc with tools used in the machining of castings. With respect to the shell caps and primers, however, it is pointed out that these are pure brass forgings in the first place, and with such tremendous quantities available, brass goods could be produced at much lower cost.

The vast difference between scrap brass quotations and the cost of virgin metal in the ingot stage, is a factor of consideration. Its importance is accentuated when traced down to the price to the consumer, of the finished brass product. The Canadian Customs authorities, according to Mr. Knight, have repeatedly seen samples of the scrap metal under discussion, but fail to change or re-consider their decision. The last ruling on this topic, received by Frankel Bros., which firm are extensive dealers in scrap materials of almost every description, was, that the law provides the duty and that the officials are not placed there to change the law, but to administer it.

Could Not Be Used as Munitions

Under these circumstances, no steps can be taken by Canadian concerns to offset the handicap given domestic brass industries. Other factors entering into the case are, that in addition to being taken from shells, and damaged in that process, these caps, primers and so on, could not be re-modelled to meet the strict measurement requirements exercised in the use of their original purpose. Yet another phase of the situation, governing their definition as to "scrap, or not," is the fact that they could not again be used in the manufacture of munitions except under Government order.

It is further pointed out that fairly substantial supplies of scrap brass from munitions were purchased in Canada shortly after the Armistice by United States interests, and shipped to that country duty free. Should this be re-imported into Canada, the Ottawa decision is that such material would be subject to the 30 per cent duty on "manufactured" brass articles from the United States. The keynote of the whole affair hinges upon the question, "What is scrap?"; and the decision of Canadian customs authorities that this class of material does not belong to that category, but is considered as subject to the duty.

A SALES TAX DECISION

Ottawa, Ont.—An important decision affecting the Dominion Sales Tax was rendered by Judge Gunn here in an action brought by the Leader Company, Limited, of Sault Ste. Marie, to compel the Capital Rawhide and Fur Company of Ottawa to pay a sales tax after a transaction had been closed. The judge ruled that the defendants were not liable and stated that if he ordered them to pay the tax, he would place others in an awkard position. At the time the Leader Company sold a consignment of furs to the Ottawa Company they did not show separately on the invoice the amount of the sales tax. It was not until months afterwards that they brought suit to compel the Ottawa company to pay the tax.

Merchants Urge "Do It Electrically"

Statistics Show that Only Small Percentage of Canadian Households Use Various Electrical Appliances for Facilitating Work and Increasing Comfort of Home Life—Value of Co-operative Advertising Among Merchants — Every Home a Prospect for $800 Worth of Electrical Goods

THERE are some pointers for electrical merchants in connection with the experience of certain Hamilton merchants who co-operatively advertised the "Do It Electrically" slogan in a recent campaign. These ad. insertions appeared on one of the electrical pages of the local newspaper in a Saturday edition.

With retail merchants combining along these lines for concentrated activity in any line of product, a great deal of mutual benefit can thus be secured, not only in the way of increased sales, but in building up mutual confidence, and developing up-to-date selling methods.

Modern "home helps" offered the principal attraction, and these were featured by the various advertisers. The fact that a drive of this nature, is practically sure to "pull" adequate returns, has evidently been realized by these Hamilton merchants, and a series of attractive, forceful and skillful ads is the result.

Making Specific Suggestions

There is a source of potential sales and increased business in many arguments, properly applied, which advance the merits of such electrical devices as, cleaners, washing machines, lighting fixtures, dish-washers, kitchen range heaters, irons, toasters, grills, and numerous other products. The suggestion that one or more of these articles should form the household Christmas present and thus serve to lessen the burden of household drugery, may often be presented with telling effect.

Some pertinent paragraphs which can be utilized by the retail merchant as useful pointers in local advertising are as follows:—

Be modern—Do it electrically.

One-half of the dwellings throughout Canada are wired for electrical services.

Only 3 per cent. of Canadian homes have an electric range.

Only 4 per cent. possess electric coffee percolators.

But 5 per cent. of Canadian housewives have their labors lightened by an electric vacuum cleaner.

Only 6 per cent. are able to enjoy the pleasure of doing their washing electrically.

Eighteen per cent. of Canadian households have their breakfast toast made on an electric toaster.

Ninty-four per cent. are minus the possession of an electric fan.

Only 5 per cent. have electric air heaters.

But one per cent. have an appliance for heating water electrically.

And even with the widespread popularity of electric irons, still 55 per cent. are without them.

Big Field For Business

These statistics also give a comprehensive idea of the wide field for the movement of electrical goods. It can readily be seen that only a comparatively small minority at present possesses the advantages of electrical commodities Not only does this offer an extensive market with an increasing volume of sales, but the list of electrical devices is continually being added to, and with the introduction of new products, fresh opportunities are presented, to the progressive retail merchant.

Many Opportunities Overlooked

Addressing a recent gathering of electrical dealers, an authority stated that there was much overlooking of good op-

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Fall housecleaning and the advent of the early darkness in the evenings give the hardware merchant some useful leads for the Fall window display of electrical goods. In the arrangement shown herewith by Allins, Lindsay, Ont., vacuum cleaners, grills, portable lamps, heaters, etc., are shown, and the interior of the electrical department shows a wide range of wall and ceiling fixtures. With proper illumination this makes a very attractive setting.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, NOVEMBER 12, 1921

Briefs

IT IS interesting to note that on recent contracts placed in British Columbia for 1,500,000 boxes of tin plate, Welsh mills have secured the business in competition with the U.S. product. A delivered price of $4.90 is named. At the time these contracts were placed the U.S. mills were quoting $5 a box for tin plate, but this has just been reduced to $4.75.

A REPRESENTATIVE of Labor has been appointed to the Dominion Railway Board and protests should be made by merchants' associations in various parts of Canada that if class representation is to be extended to the Dominion Railway Board the retail merchants are entitled to a representative on that body. The retailers of Canada pay a large share of the freight rates collected by the railways in the distribution of merchandise and should be given equal representation with labor when matters concerning freight rates are to be considered. Particularly should this be the case at present when the question of freight classification is being undertaken.

CANADIAN business men who have recently visited the United States and European countries have returned to find that domestic conditions are considerably better than those abroad. While these Canadian business men have thus found confirmation of their belief in the ability of Canadians to surmount the difficulties of readjustment they have been too modest to say much on the point. It has remained for a prominent paint company official to point out that the sanely optimistic sentiment of the Canadian combined with the quiet, determined way he has gone about the reconstruction work has been responsible for the rapid progress made in this direction in Canada. A continuation of this sentiment will eventually bring about healthy business conditions.

Business-like Methods

THE MERCHANT himself issues a bill for any debt owed him and according to law, before he can recover the amount due him he must show that he has made proper demand for that amount. It would save a great deal of the retail merchants' time if the Government adopted the same businesslike plan in connection with the income tax collection. Instead the government in collecting this debt requires the taxable party to make out his own bill and he is fined if he delays. If the bill was simple it would not be so laborious but there is a complicated series of calculations bristling with penalty clauses for mistakes. It would probably be an advantage to all concerned if the government merely secured a simple statement of income and exemptions claimed from each individual and made out their own bills taking responsibility for any mistakes made.

Liquidating Stocks

A FAIR index of the trend of general business conditions in Canada is given by the consolidated statement of the chartered banks. In this connection it is significant to note that commercial loans for the month of September show some slight increase over August but show a decline of $177,000,000 in comparison with September 1920. While this statement would seem to confirm the objection recently heard, that banks were pressing too severely for the reducing of banking indebtedness, it really indicates a healthy condition in that it represents substantial progress in the liquidation of high priced merchandise stock. Until such stocks have been replaced with others which represent a fair price to the consumer and which bring a fair profit to the distributor and manufacturer, the process of readjustment will be impeded. Meanwhile shrewd business men are following the plan of moving out high priced stocks at replacement prices, thereby giving buyers confidence and hastening the introduction of stocks at prices on which the maximum amount of trading can be done with fair returns.

A Severe Handicap

IT WOULD seem as though a distinct injustice was being done the brass industry of Canada by the interpretation of Customs officials put upon clauses 348 and 352 of the tariff regulations, under which the importation from Britain of large quantities of brass cartridge cases, fuses and other similar war left-overs cannot be made except in the category of manufactured product and subject to the 20 per cent. preferential ad valorem duty applied to such imports from Britain. This material is being sold in large quantities by the British Government War Stocks Disposal Board and is being sold as "scrap" brass. As such it is being imported into the United States, Germany and other countries, and to the brass industries of those countries comes a distinct advantage over the Canadian manufacturers who would be willing to purchase part of these huge stocks of brass but cannot do so advantageously. Certain Canadian importers on receiving notice that shipments of such material are being sold in bond in Canada for duty, have had them diverted to the United States. When this material has been worked into a finished product in United States plants, the article, on being exported to Canada, would then carry the 30 per cent. duty which applies on such articles imported to Canada from the U.S.

As an ordinary rule only virgin metal is used by the majority of Canadian brass goods manufacturers. This is due to the fact that in ordinary scrap brass there is considerable foreign matter which hinders the machine process and provides a serious danger to the machinery used. No such foreign matter is present in the bulk of the munition left-overs, as outlined herewith, and it would be a distinct advantage to Canadian brass manufacturers in lowering costs, if the Customs interpretation were amended to give domestic industries an equal footing with foreign manufacturers as far as the securing of such material is concerned.

Lower Prices and Better Selling Way to Bring Back Normal Times

Recommendations of Washington Conference for the Recovery of Business—Firms Increase Business Despite Dull Times—In One Instance Cost of Product Reduced 50 Per Cent.

A CONFERENCE was opened in Washington recently with the object of enquiring into the volume and distributing of unemployment, to advise upon emergency measures that could be properly taken by employers and local authorities and civic bodies and to consider such measures as would tend to give impulse to the recovery of business and commerce to normal.

Roy Dickenson, associate editor of "Printers Ink" was a member of the committee. In "Printers Ink" he gives some of the conclusions arrived at and recommendations made, which are equally applicable to business conditions in Canada as to those in the United States.

Mr. Dickenson was appointed to the Manufacturers' Committee which included Charles M. Schwab, Samuel Gompers, and several prominent manufacturers.

Some of these men were operating their plants one or two days a week. Others not at all, and a few at full time. The discussion soon resolved itself into an informative debate between two distinct schools of production and merchandising, the two labor delegates, of course, arguing against any horizontal and general cut in wages. Wages, they maintained, were merely another name for purchasing power. Jackson Johnson, of the International Shoe Company, for example, was operating his plant at full production capacity, employing 23,000 men and women and doing the best business in his company's history. He was of the decided opinion, in which I joined, that the recommendations then adopted, such as rotation of jobs and putting men at work to improve the condition of the plant when they had no orders for goods, were merely supplementary and of little fundamental avail.

Mr. Johnson had reduced the price of his product 50 per cent by savings in overhead, distribution, and increased plant efficiency. He had reduced wages not at all. He believed we should touch at once upon one of the fundamental causes of stagnation—high prices. Selling at current replacement costs based upon full time production, not on a two or three days a week schedule, urging all manufacturers and retailers, who have not already done so, to take the inflation out of their prices all at once, not by piecemeal, and to get more trade by selling at a price the consumer would pay. Those were the things some of us believed would do more than any one thing to start factories running again. The consumer, we realized, was the man who not only fixed prices but when they strike him as right, by his purchases sets the wheels of industry in motion and pays both labor its wages

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Getting an Early Start on Christmas Trade

Seasonable goods in a wide range are tastefully displayed and many useful gifts for various members of the family are shown without any appearance of overcrowding. Price tickets are used generously, as are also window cards and advertising literature. The three pyramids make an effective background for the display; a novel means is used of showing pocket cutlery, and the Christmas decorations are not overdone. This window was dressed by C. H. Johnston, of Gibb, Brown and Odell, Ltd., Hanna, Alta., and won first prize in places under 5000 in the 1920 Hardware and Metal Xmas Window Contest.

News of Western Canada

Active Movement of Hardware in B. C.

Big Rush to Complete Buildings Before Wet Weather Has Aided Movement of Builders' Hardware

VANCOUVER, B. C.—Though the British Columbia hardware distributors and retailers are not experiencing the volume of trade which accompanied the days of 1910 and 1911, when lumbering, mining and fishing were at their height, no complaint is heard with regard to the business which is being turned over.

The general tendency in prices continues downward. Exceptions to the downward trend include all lines of copper and cotton goods, which have firmed up slightly as a result of the advance in the raw materials. Lamp chimneys have been adjusted on a lower basis to the extent of about fifteen per cent. Corrugated sheets are down 50 cents per square. The six, seven and eight foot lengths are now quoted at $3.35 per hundred while the nine and ten foot lengths are fifteen cents higher.

Distributors report that turnover has assumed very satisfactory proportions, although they cannot point to any particular reason for the activity. The rush to complete buildings before the start of the wet weather has unquestionably had a very decided effect on all lines of building hardware, the outward movement of which is heavy.

The recent unusually heavy rains have temporarily restricted the paint trade.

No Hardware Failures

Hardware distributors, retailers and wholesalers alike offer no complaint as to the volume of business being transacted. There have been no failures and sensational scare sales are not on the regular programme of things, as they appear to be in some other lines of trade.

One prominent wholesaler stated to Hardware & Metal that the month of October had shown a slight improvement over September and this is considered very satisfactory in view of the fact that last month, toward the latter part, there was a surplus of rain. He said that business generally was improving due to a better demand in the lumbering industry, on the success of which, business on the coast in a large measure depends. Money appears to be a little more plentiful and the trade is showing more optimism.

Steel Goods May Be Higher

While there have been no price changes of note during the week, there is a decidedly firm tone to all lines in which steel forms a component part and it is believed that higher quotations will soon be in order.

As before stated, there have been no big sales, but in the case of several of the larger stores, "specials" have been put on for a day or so. For instance, the Vancouver washing machine which regularly sells for $22 has been marked down to $18.75; garbage cans are down to $2.79 from $3.15; nickle plated teapots from $2.35 to $1.98; aluminum double boilers from $5.35 to $4; galvanized wash tubs from $2.50 to $1.95; $2.59. Mortise lock sets are retailing at 95 cents.

Good Movement of Stoves

With the cooler days and nights there has been a good business this week in stove and furnace repair parts while the outward movement in stoves and furnaces both imported from the east and locally built, has been quite satisfactory. This latter trade is largely of local origin and comes as a result of the continued building activity in Point Grey, a neighboring municipality. The same cause is responsible for a good sale of window glass, and a full line of building hardware.

In the paint section, rain has interfered with the house painting business and a quiet period is anticipated during the next two months which are usually the slow months of the year. On interior paints, however, sales are well up to the average. Particular reference should be made to basketry painting which is quite active. Many housewives are taking the common wicker chair and are working out many original effects in colors. Some of the dealers are catering to this trade and are having good success. These paints, which are available in greens, fires, pale gold, aluminum, brown, dull gold, lemon, silver and other colors are retailing at 25 cents per ounce paper.

WESTERN CANADA NOTES

Vancouver, B. C.—Stanley Carman, managing director of the Belleville Hardware and Lock Manufacturing Co., was on a visit to the coast and in company with his local representative, A. T. Chambers, made the rounds of the trade.

Vancouver.—Alderman W. R. Owen, of Owen and McCallum, Main street, hardware merchants, was over to Victoria where he is taking an active part in the securing of charter amendments for the City of Vaucouver. Mr. Owen is chairman of the finance committee of the city council. He is being talked of as a possible mayoral aspirant this year.

Vancouver.—W. C. Stearman, of W. C. Stearman & Co., Granville street, has returned with his family from their summer cottage at Caulfields, where he was located during the summer. Mr. Stearman was able to motor to his camp each evening after business.

Vancouver.—A. B. Weeks, managing director of the Canadian Northwest Steel Co., left with the Board of Trade party for Calgary, Edmonton and other prairie points, where he will attend the sittings of the Board of Railway Commissioners which is hearing the freight rates case.

MAY OPEN PLANT IN VANCOUVER

Vancouver, B.C.—Geo. S. Pettapiece, managing director of Geo. Cradock & Co., B.C., Limited, leaves next week for Wakefield, England, where he will take up with his principals, several matters relative to the operations of the company in this province. While at the head office he will take up the question of the establishment of a branch factory in Vancouver, the site for which was secured a short time ago.

Before leaving Mr. Pettapiece emphasized the fact that upon the satisfactory settlement of the freight rates case now before the Dominion Railway Commission will depend largely on the construction of a manufacturing plant on the coast.

"We with other concerns in British Columbia," he said, "are deeply interested in the application for equalizing of freight rates, mainly because we know that the prairie markets are open to us if we obtain a rate equal to that enjoyed by eastern manufacturers. On our ability to develop these markets depend our plans for future development of our plant here. If British Columbia's application is successful, we will probably go ahead with our proposed plant."

B. C. MERCHANTS DOING ACTIVE TRADE

Vancouver, B.C.—John Dunsmuir, president of the B.C. branch of the Canadian Credit Men's Trust Association and Director of Wood, Vallance & Leggat, Vancouver, has just returned from a trip through the Okanagan, Kootenay and Similkameen Valleys. He reports conditions in the interior as being unusually good as a result of the big apple crop. The crop this year will total $7,000,000 in value, he says, and packing will be concluded much earlier than usual. He noted that more attention is being given this year to grading and this will result in a better demand at higher prices. Mr. Dunsmuir had ample opportunity to size up the business situation, in all of the districts, and he reports that the merchants are doing a good business with splendid prospects for future trade. Stocks are in excellent condition and accounts are being met regularly.

WINNIPEG FIGHTS B.C. ON FREIGHT RATE QUESTION

Winnipeg.—Declaring that the British Columbia application for the abolition of the "mountain scale" of freight rates was an organized effort to expand business generally in the Coast Province, and that equalization of that freight rate would tend to destroy business and industries and manufactures in Winnipeg, Isaac Pitblado, K. C., counsel for the Winnipeg Board of Trade, told the Board of Railway Commissioners his clients would oppose it most strongly.

A claim that high freight rates on lumber between British Columbia and the prairies shut out the coast product in favor of that of Manitoba and Saskatchewan, and thus created high prices and a virtual monopoly for prairie mills to the detriment of building operations here, was made by the United Grain Growers, Limited, in applying for a reduction in coast-to-prairie freight rates.

The board reserved its decision.

WESTERN CANADA NOTES

Vancouver, B. C.—At the regular luncheon of the Electric Club this week an address was given by Rev. Capt. Geo. Pringle on reminiscences of the Yukon and experiences overseas. A resolution of sympathy to the relatives of the late Senator Hon. Frederick Nicholls of the Canadian General Electric was passed.

MISLEADING IMPRESSION GIVEN

E. M. Trowern, secretary of the Dominion Board, Retail Merchants' Association of Canada, in an interview with Hardware and Metal, characterized as misleading, an impression created by an address of Roger W. Babson, of Wellesley Hills, Mass., before a board of trade luncheon in Ottawa. The impression left by a part of Mr. Babson's speech was that retail prices had not been reduced and that the middleman, who might be termed the retailer, was eventually going to pass out of the community. He said this impression was erroneous and false.

"Retail merchants and middlemen have been here before corn was sold in Egypt," said Mr. Trowern, "and they will be here to the last man."

Mr. Trowern said the retail merchants of Canada had given considerable attention to the problem of reducing prices as figures showed. The actual list of retail price declines was said to be much wider than the published lists of the government.

Another thing Mr. Trowern took strong exception to was the visits here of alleged American business experts who, he said, unfairly compared conditions in the United States with those in Canada. The retail merchants, he said, desired to emphasize that conditions in the United States and in Canada could not be honestly compared unless similar conditions prevailed in the two countries, which was by no means the case.

Duck Shooting Season In Full Swing

Duck shooting continues practically until the end of the year in most districts and may therefore be made the subject of many effective window displays at this time. A very realistic setting has been secured by the dresser of the above window by the Capital Hardware and Sporting Goods Co., Regina, Sask. The use of a mirror on the floor of the window on which decoys have been placed in a natural position near the rushes lends effectiveness to the setting. Long grass is plentifully distributed throughout the rest of the window as a typical grain field for prairie chicken hunters. Note the wheat stocks with the stubble for a bed. Guns, ammunition and hunters' apparel are each shown effectively.

Christmas Window Contest

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Monday, January 2. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one

A Valuable Opportunity For You!

Mr. Hardware Merchant

IF YOU have never stopped to figure out the advantages of taking part in the annual Hardware and Metal Christmas Window Contest you are doing yourself an injustice.

You know from your own experience that direct evidence of the value of effective display in stimulating retail sales is found almost everywhere you turn. You will therefore agree that too much cannot be done to improve window dressing ability.

Hardware and Metal Christmas Window Contest provides you with unequalled opportunity of seeing how your window dressing compares with that of other successful merchants. The interchange of ideas and the suggestion of new styles of display will prove of great value to you in 1922 business.

Apart from this value do not overlook the fact that it means

Distinction For You

to have a prize winning window display of hardware in this contest.

The readers of Hardware and Metal include practically everyone interested in the manufacture and distribution of hardware in Canada and these readers are always interested in noting who are the prize winners and runners-up in this contest each year.

Get Your Entry In Early

for this year's contest. All former contestants are welcomed and with the prize winning windows of previous contests as a guide the chances are good for those who have not won prizes in the past to win one in this year's contest. New contestants are also welcomed to join. To the latter we would recommend a thorough reading of the rules on the opposite page. **DO IT EARLY.**

Events in the Trade

BUSINESS CHANGES

Elmer Weber, of Neustadt, Ont., who recently purchased the Central Hardware from M. J. Weber has moved to Cargill, Ont., and taken over the business.

The Durham Furniture Co. has purchased the assets of the Sellers Kitchen Cabinet Co., at Southampton, Ont.

George A. Nelson, of Harriston, Ont., who recently sold his hardware business to A. Carter, of Clifford, plans to move to Windsor shortly. Another Harriston change of interest to the trade is the purchase by J. A. Mundy, tinsmith and sanitary engineer, of the McCready block.

NEW FIRMS

Hamilton, Ont.—Davison's Hardware House have commenced business with a new store and stock at 296 Ottawa street.

OBITUARY

John Linton, for many years connected with the Hamilton Stove and Heater Co., Hamilton, Ont., is dead.

FIRE LOSS

Chatham, Ont.—Two three-storey business blocks were visited by a disastrous confiagration. One building was owned by the Brisco Wholesale Accessories, Limited, of this city, and used as a storehouse and, together with its contents, was completely destroyed. The loss will exceed $12,000, and is partly covered by insurance.

INCORPORATION

Master Tires Ltd., has been incorporated in Ontario with capital of $1,000,000, and head office in Toronto to manufacture rubber goods.

STOVE AND FURNACE CATALOGUES

The Dowswell Hardware Co., of Fort William, Ont., announce that they would be pleased to receive catalogues covering stoves and furnaces.

BURGLARS VISIT HARDWARE STORE

Thieves who made a Sunday morning raid on a number of business places at Waterford, Ont., took a quantity of cutlery, silver-plated ware, and a rifle from the hardware store of Foster Bauslaugh. The merchants of the town are offering a reward of $50 for the conviction of the thieves.

PERSONAL

At the annual election of the Chamber of Commerce at London, John J. Foote, Sales Manager of the McClary Mfg. Co. was chosen as a director.

A. W. Poole, Managing Director of Stewart & Wood, Limited, this week attended the funeral of his father, who died at Mallory Town, Ont.

A. Birmingham, of John H. Graham & Co., New York; E. H. Rotsinger, Columbian Hardware, Cleveland, and H. Balmer, of the American Pad and Textile, Chatham, were among those calling on the Montreal trade this week.

Sir Edward Kemp, president Sheet Metal Products Co., Toronto, has been appointed to the Canadian Senate, succeeding the late Hon. Frederic Nicholls, whose death was recently announced in Hardware and Metal.

H. W. Burver, representing the Foreman Cutlery Company, of Sheffield, England, called on the wholesale hardware firms in Toronto, this week.

J. H. Flack, Toronto manager of the Thos. Davidson Manufacturing Co., is located temporarily at the Montreal office, according to a recent statement from an official of the firm. W. F. Franco, is assuming the duties in the Toronto office, in the absence of Mr. Flack.

G. HOOD JOINS ONTARIO STEEL PRODUCTS CO.

Garfield Hood, who for some years has been connected with The Steel Company of Canada, Ltd., latterly at the Swansea office of the company in Toronto, is severing his connection with this firm at the end of November to become sales manager of the Ontario Steel Products Company with headquarters in Gananoque, Ontario. This is a newly created position with the latter company.

Mr. Hood's identification with The Steel Company of Canada extends over a period of seventeen years, part of which time was spent at the head office in Hamilton, Ont. Practically throughout this time he has been connected with the bolt, nut and forgings branch of the firm's business.

Hardware and Metal is informed that no appointment has yet been made of a successor to Mr. Hood at the Swansea office of The Steel Co. of Canada.

CITY RETAIL MERCHANTS ENTER CIVIC CAMPAIGN

The Toronto branch of the Retail Merchants' Association, now in process of organization, intends taking an active part in civic politics this fall. The branch is to get under way this week.

While nothing will be done until the Dominion election is over, the branch intends putting in from December 7 to New Year's Day in active campaigning.

The various civic candidates will be invited to attend a big gathering of the merchants, at which they will state their views on various civic matters in which the retailers have an interest. A slate, it is said, will then be drawn up and ward committees of retailers selected to make every effort to elect the candidates chosen.

RAIL ORDER WILL KEEP PLANT BUSY TWO MONTHS

Sydney.—That the 20,000-ton rail order recently obtained from the Canadian National Railways will keep the Sydney plant going until after Christmas, is the statement of local officials of Dominion Steel.

HARDWARE MEN HELP FORM PRODUCTION CLUB

Hamilton, Ont.—The first general meeting of the Modern Production club was held this week. The realization of this club is due entirely to two courses in modern production methods sponsored by the Y.M.C.A. during the past winter and spring. Ninety-nine enrolled for the training, representing among others the following firms: N. Slater Co., P. B. Yates Co., Hamilton Bridge Works, Canadian Westinghouse Co., George H. Lees & Co., Dominion Sheet Metal Co., Appleford Counter Check Book Co., Graselli Chemical Co., Meakins Brush Co., Dominion Glass Co., McPhie & Kelly, Bloom & Brittain.

Mr. Slater, of the N. Slater Co., Ltd., was the speaker of the evening, and his helpful suggestions were very much appreciated by all present.

The following officers were appointed: W. Sweeting, Imperial Cotton Co., president; W. Burkholder, N. Slater Co., Ltd., vice-president; F. Hoth, N. Slater Co., Ltd., secretary-treasurer.

These, with W. W. Lees, of George H. Lees Co.; G. Wood, Canadian Westinghouse; Mr. Moore, McLaren's Ltd.; J. Hunter, Hamilton Bridge, form the executive committee of the club.

TORONTO SECURES NEW WHEEL PLANT

It has just been announced that a syndicate of capitalists of Toronto, Montreal and Hamilton has formed a company under Dominion laws and a charter has been granted to the International Wheel and Rim Company, Limited, for the purpose of manufacturing a double-disc steel automobile-wheel under the Culp and Crenan patents and the new Culp demountable rim. The company has decided to locate its factory in Toronto.

WESTERN ONTARIO NOTES

Work is in progress on an addition to the new premises which W. H. Goodhue, of Ridgetown, purchased, and when completed the new building will be used as a storeroom and workshop.

The London Concrete Machinery Company, of London, Ont., has purchased outright the business of the Ideal Concrete Machinery Co., of Windsor, and the plant will be moved to London. President Henry Pocock stated to Hardware and Metal that a meeting will be held shortly to discuss whether the business will be operated separately or in connection with the London Concrete Machinery Co.

Colonial Motors, Limited, capitalized at $1,000,000 is negotiating for the purchase of the factory of the Canadian Detroit Lubricator Co., at Walkerville, and plans to start manufacturing a new five passenger auto as soon as possible. Colonel Lee A. McCalla, of Detroit, is the vice-president and general manager.

CONSIDER HARDWARE PRICE REVISIONS

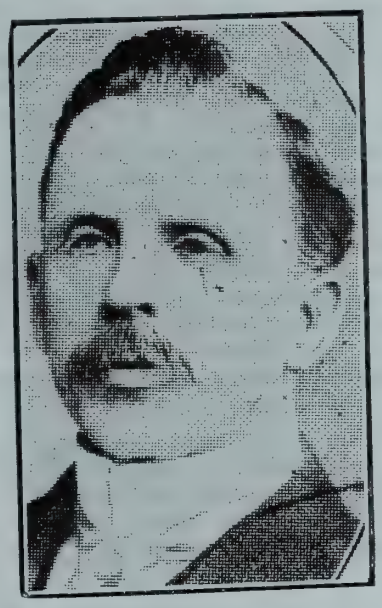
London, Ont.—At the regular meeting of the London Retail Hardware Dealers' Association the entire evening was devoted to price revision. The members have been giving this matter the most careful attention for some time and have followed the markets downward.

Keen interest is being shown among the local hardware merchants in the advertisement of J. H. Slater, of Ridgetown, Ont., reproduced in last week's issue of Hardware and Metal and several dealers are planning to follow out the idea of giving comparative prices.

"I think it is a splendid move," said secretary Thomas H. Purdom, of the Purdom Hardware. "Many merchants have been advertising that prices are down and that things are considerably cheaper than they were a year or so ago but the idea is still uppermost in the minds of thousands of buyers that any reductions that have been made are only trifling. By giving comparative prices and showing exactly the big reductions that have been made hardware merchants, and other merchants too for that matter, can get people thinking along a new line and one which will prove a stimulus to buying and that is what we all want."

DEATH OF S. H. CHAPMAN

The death is anounced of Stephen H. Chapman, for many years connected with various business enterprises in Ontario and a resident of Toronto for over forty years. The late Mr. Chapman was in his 61st year, was born at Holland Landing, Ontario, and came to Toronto when 18 years of age. After spending



LATE S. H. CHAPMAN

some years in various occupations in this city, he reorganized the Ontario Pump Company, afterward known as the Ontario Wind Engine and Pump Company. He was president of the Hurley Machine Company, Ltd., Toronto. In recent years Mr. Chapman had devoted much of his time to religious effort, being president of a number of religious organizations.

NEW PLAN FOR MARKING IMPORTS OF OIL CLOTH, ETC.

Ottawa.—Customs regulations respecting the marking of imported goods with an indication of the country of origin have been considerably changed insofar as they concern piece goods, carpets and oil cloths, it is announced by the Department of Customs.

Under the new regulations, cloth and material in the web or roll will be marked with an indication of the country of origin on one end of each web, and on the piece ticket. Carpets will be marked by means of a protruding ticket attached to the edge of each roll at the centre and linoleums and oil cloths will be marked at one end of each roll either by stamping, stencilling or adhesive label.

The former regulation called for markings every three yards on piece goods capable of being marked without injury, and every five yards on carpets.

HANDLE EXPORT BUSINESS FROM CANADIAN PLANT

Rock Island, Que.—The Butterfield Company, Rock Island, Que., and Derby Line, Vermont, have just completed their new Derby Line factory which is to entirely replace the old Derby Line plant in the manufacture of their goods. Derby Line, Vt., is just across the street from Rock Island, Que., where the Canadian plant of the firm is established. The new plant in the latter place has been in operation for about a year. The management have announced that the Canadian plant will in future handle their entire export business, a fact that will mean a considerable increase in their Canadian business. It is also reported that they have plans out for an extension to the Canadian plant to double the present size for this export trade.

Canada's Foreign Hardware Trade

DECLINE IN CANADA'S IMPORTS OF BRITISH TIN PLATES

SEPTEMBER brought about a marked improvement in British exports of tinned and black plates, though Canada's imports of these lines show marked falling off as compared with pre-war times. In August, 1913, Canada imported 744 tons of British tinned plates valued at £11,262, whereas in August, 1921, imports amounted to 194 tons valued at £5,063.

U. S. IRON AND STEEL IMPORTS FROM CANADA

Some details of United States imports of iron and steel from Canada in the month of September are interesting. Canada supplied all but 13 of the 5,549 tons of scrap iron imported by the U.S. in that month, and of the 28,946 tons of this commodity imported by the U.S. since the beginning of the year, nearly 60 per cent was from Canada. Total imports of iron and steel into the U.S. in September amounted to 11,741 long tons, of which Canada supplied 8,593 tons, consisting of 5,536 tons of scrap iron, 2,850 tons of pig iron, 86 tons of steel bars and small tonnages of other products.

IMPORTS OF ELECTRICAL EQUIPMENT FROM U.S.

Imports of electrical equipment to Canada from the United States during the month of September were as follows:

Batteries (primary and storage)	$65,823
Carbons	27,405
Dynamos and generators	139,253
Interior wiring supplies, including fixtures	22,181
Meters and measuring instruments	20,933
Motors	93,138
Switches and accessories	33,765
Telephones	87,725
All other electrical supplies	344,651

Brenner Co. Officials Committed for Trial

On various charges of theft and conspiracy Nathan Brenner, Meyer Brenner and Gordon I. Blackford have been committed for trial.

In the latest evidence Egmont Frankel, General Manager of Frankel Brothers, metal dealers, identified a cheque for the sum of $20,000 paid by his firm in 1920 to N. Brenner & Company, Ltd., on account of payment for steel purchased. This cheque was endorsed "M. Brenner, Vice-President," and contained a further endorsation, "Pay to the order of the Bank of Toronto."

It was thought by Magistrate Jones that the evidence was sufficient to show conspiracy on the part of the Brenners to defraud their creditors and to warrant a committal for trial.

It was contended by A. C. McMaster, counsel for Meyer Brenner, that no evidence had been adduced to point to any conspiracy on the part of his client.

It was also argued by I. F. Hellmuth, K.C., that the evidence did not warrant Nathan Brenner, his client, being sent to trial.

In the case of Blackford it was argued by Mr. McMaster that it should be shown that there was an attempt to defraud on his part. Such evidence, Magistrate Jones considered, was shown by the fact that Blackford admitted he had torn stubs out of the cheque books.

CANADIAN CARS SHIPPED FOR RUSSIAN OIL TRADE

Montreal.—Approximately a mile of harbor tracks were occupied by the first cargo to leave this country for Soviet Russia. The cargo consists of specially constructed steel cars made to the specifications of the Soviet Government.

The new cars are designed for the oil traffic and are expected to help considerably in the business ventures of the Soviets.

The Canadian Government Merchant Marine have the freighting of the cars from Montreal to Novvorissk, a Black Sea port. There are 500 cars in all, built at a cost of $2,000,000.

ANOTHER WAGE REDUCTION AT SYDNEY STEEL PLANT

Sudney, N. S.—A further wage reduction of 10 per cent., affecting all employees of the local steel plant and office, was announced by E. P. Merrill, general manager of the British Empire Steel Corporation.

A wage-cut of 20 per cent. was made at the local plant on January 17, and a second of 10 per cent. on June 5. Company officials state that the minimum wage for a 12-hour day under the new schedule will be $2.94 to $3.12. Three hundred men were laid off at the Sydney plant following the completion of the last Government rail order, and approximately 2,600 men are working a three-day week.

WHO CAN MAKE WOODEN VINEGAR MEASURES?

A number of inquiries have recently been received by Hardware & Metal, chiefly from various wholesale houses throughout the country, as to where they can procure wooden vinegar measures and funnels.

The only Canadian manufacturer that is known, at present, to make these products, apparently never answers any correspondence, and little satisfaction, if any, has been derived from this situation by those who have placed orders with this concern.

Should there be any other firms in Canada, who make, or contemplate making these wooden vinegar measures and funnels, a communication addressed to Hardware & Metal will result in their name being placed before the various wholesalers whose enquiries have been received by this office.

LOWER PRICES & BETTER SELLING

(Continued from Page 49)

and capital its dividend rewards. Mr. Johnson, though his factory is oversold several months in advance, is again reducing his prices.

Sub-Committee Drafts Resolution

But we had with us men who are so far away from their consumers that they really could not see our point as we did. As the difference in viewpoint was sincere and earnest, a subcommittee, consisting of Mr. Johnson, chairman of the International Shoe Co.; Mr. Gompers and myself, were appointed to draft a resolution embodying our ideas for submission to the entire conference. Here is the result discussed and changed word by word and comma by comma but finally agreed upon unanimously by the full committee:

"Specific methods for solution of our economic problems will be effective only so far as they are applied in a spirit of patriotic patience on the part of all our people.

"During the period of drastic economic readjustment, through which we are now passing, the continued efforts of anyone to profit beyond the requirements of safe business practice or economic consistency should be condemned. One of the important obstacles to a resumption of normal business activity will be removed as prices reach replacement values in terms of efficient producing and distributing cost plus reasonable profit.

"We, therefore, strongly urge all manufacturers and wholesalers who may not yet have adopted this policy to do so, but it is essential to the success of these measures when put into effect that retail prices shall promptly and fairly reflect the price adjustment of the producer, manufacturer, and the wholesaler.

"When these principles have been recognized and the recommendations complied with, we are confident that the public will increase their purchases, thereby increasing the operations of the mills, factories and transportation companies, and consequently reducing the number of unemployed."

Making The Resolution Effective

The recommendation didn't offer a panacea, and touched upon only one of the fundamental causes. The above resolution was number 7 of our entire list. The other six I consider obvious and temporary measures. This one I think will have teeth.

For the machinery for turning it into action is already being built up by Herbert Hoover, whose action in other emergencies proves him a man who knows that mere resolutions butter no parsnips. And in its recognition of the final consumer as the key man to prosperity the statement forms a fundamental endorsement of advertising as a real economic force. It offers a direct challenge to those industries which have continued doing business on the we-make-it-let-somebody-buy-it basis.

It should result in making such industries search for their final consumer, to sell him and to reach him by consistent advertising.

When men like Wm. C. Proctor, of Ivory Soap, H. S. Dennison, of the Dennison Mfg. Co., and Jackson Johnson, all advertisers, could point to 100 per cent employment, it was an endorsement of the merchandising methods of which advertising is so important a part as is seldom heard by men in other lines of industry where it is not used.

What will be the results of a statement like the above on prices? What has the conference accomplished? Has it put one man back at work? What will it mean to advertising? These are some of the questions I have been asked.

Officials and Clubs Urged To Work

Remember this is an emergency measure only. This week permanent measures such as how to turn a seasonable industry into a twelve-month business and the like will be discussed. But on the price resolution alone, which among the other emergency measures is to be passed on probably by Presidential Proclamation to the Mayors of towns and cities, and the Rotary Clubs, Chambers of Commerce and other local bodies for action, says Mr. Dickenson, there is a business principle which is now having wide application and will have a wider one. Low prices made possible by better merchandising and elimination of waste mean more trade.

BUSINESS CHANGES

Toronto.—Albert R. Hamilton, hardware, has been succeeded by Louis Wainer.

Vancouver.—Luther Smith, managing director of the Greenfield Tap and Die Company, of Galt, Ont., was in Vancouver during the week calling on his customers.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

LOWER quotations on bar iron and steel constitute one of the feature development on the current hardware markets. This change reflects easier tones in the steel industry generally, a condition described as a reaction from the firm demand recently experienced in sheets, plates, and other steel products.

Other price changes cover poultry netting; Dart unions; many lines of zinc and glass wash-boards; poultry netting staples; "D" top snow shovel handles; bench screws; certain makes of rat and mouse traps; cotter pins, and genuine Cannon oilers. Revised quotations also appear on axle and cup greases. Through a change in the discount, a new higher price level is given on canvas belting.

Prices on many other primary markets have recently registered a more stable tendency. Tin plates are again described as easier; a decline having been made by some southern steel mills. The approach of the Christmas trade season, is a contributory factor to the steady gain recorded in the proportion of current business activity. Toys and specialties supply an indication of the average anticipations in this direction, while prevailing shipments of winter goods and receipt of orders for other seasonal lines, are cited as conditions which indicate that a fairly brisk period is generally considered imminent.

MONTREAL MARKETS

MONTREAL, November 10.—New lower quotations on practically all grades of bar iron and steel constitute the feature attraction of the markets this week. Although higher prices on these lines were hardly expected owing to existing conditions at the primary sources, the decline came as more or less of a surprise at this time. Dart unions also have reduced prices through a change in discounts, and iron bench screws will now cost less. Cotter pins are lower in price, the discount now being 89 per cent. off. "D" top snow shovel handles have been reduced to $4.75 per dozen. Polarine lubricating oils, in the four grades, are advanced ten cents per gallon with other lubricants decidedly firm.

With the Christmas holiday season fast approaching, business in the seasonable lines has now taken the active turn. Jobbing houses also state that other winter goods continue to move in a satisfactory manner, and indications point to a brisk autumn and early winter trade.

POLARINE OILS ARE ADVANCED 10 CENTS

Montreal

Polarine lubricating oils, in the four grades, show an advance in quotations of ten cents per gallon. Other lubricants are remaining unchanged, but it is noticeable that crude oil continues to advance and it is felt that further revisions will follow on other lines if this continues.

POULTRY NETTING LESS 12½ PER CENT

Montreal.

In our last issue poultry netting was quoted at less 15 per cent. This quotation was not for long standing, being immediately followed by a further revision bringing the present quotation to less 12½ per cent.

CORRUGATED SHEETS ARE NOW QUIETER

Montreal

Current sales of corrugated sheets are now reported with a seasonable slackening, and with the open weather now drawing to a close, little increased activity is looked for. A spasmodic improvement in the movement may take place from week to week, with the weather permitting outside work. List prices and discounts remain unchanged, with little alteration in the market generally.

Corrugated.—

No. 28 gauge	7 00
No. 26 gauge	7 50
No. 24 gauge	10 50
No. 22 gauge	12 50
No. 20 gauge	14 00
No. 18 gauge	18 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

BENCH SCREWS HAVE NEW LOWER PRICES

Montreal.

New lower prices are announced on double screw iron bench screws. This is the second reduction in recent weeks, and they are now lowered from $1.00 to $1.25 per dozen on the different sizes. Following are the new quotations:

BENCH SCREWS—	
1 inch, per dozen	$11 25
1¼ inch, per dozen	13 50
1¼ inch, per dozen	15 65

WASTE MATERIALS QUIET BUT ON A BETTER BASIS

Montreal.

There appears to be no marked improvement in sight this season in the movement of waste materials. Slight signs of a more active market were evident in recent weeks, but an increase in actual sales has as yet failed to materialize. The season is gradually drawing to the closed winter weather which usually produces added dullness for dealers, and little hope is now expressed for improved conditions this year. The tone of the market has advanced to a firmer standing, and while dealers locally have not advanced quotations to any extent, a healthier basis is now in evidence. Following are nominal prices:

Automobile tires	....	0 75
Rubber shoes	....	0 02½
Yellow brass	....	0 05
Red brass	....	0 08½
Light brass	....	0 04
Scrap zinc	....	0 03½
Lead, heavy	....	0 04
Lead, tea	....	0 02½
Light copper	....	0 07¾
Heavy copper	....	0 10½
Wrought iron, R. Rd., No. 1 per gr. ton	....	10 50
Malleable scrap (ton)	....	10 50
Pipe scrap (ton)	....	00
Heavy melting steel	7 50	8 00
No. 2 busheling,	....	4 00
Boiler plate	....	8 00
No. 1 machinery cast	....	20 00

BAR IRON AND STEEL SHOW LOWER PRICES THROUGHOUT

Montreal.

The trend of steel products, insofar as bar iron and steel is concerned, took rather a sudden turn this week when quotations were lowered on practically all grades. While it was generally shown that bars, shapes, etc., did not improve in past weeks to the extent that was evident on the sheet market, it was thought by many that the market would continue quite steady for the meantime at least.

It is noticeable that conditions now at the mills have not the improved standing that prevailed last month, when a brighter outlook was furnished, and it appeared that the chances of easier prices to any extent were more remote. However, the return of previous conditions seems to have settled, and in order to obtain orders, lower quotations are extended. The extent of the decline varies on the different grades from 10 cents to 50 cents per hundred pounds. Following are local current prices:

Common bar iron. 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Slighshoe steel	2 90
Tire steel	3 10
Toe calk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

Flats, iron and steel, 3-16 and thinner, 50c per 100 lbs. extra.

LEAD PRODUCTS STILL AWAIT DEVELOPMENTS

Montreal.

The various lines of lead products remain unchanged, with the tendency also little changed. These products are apparently waiting for more marked developments in the metals on the primary markets, which continue to show slight fluctuations but resulting in little ultimate change. The recent stronger showing firmed the finished products, but not to the extent of increasing prices. This improvement is not as evident at present, leaving the chances of an early revision at least, more remote on solders and other lines. The market is, however, by no means weak but is on the other hand quite steady. Present prices are as follows;

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11½
Do., broken lots	0 12

BOILER TUBE PRICES HOLD

Montreal.

Local quotations on the various sizes of boiler tubes are holding unchanged. The recent improvement throughout the steel industry would appear to offer a firmer undertone in the tube market, but the strength is not manifest in these as would seem probable. The winter season, which usually stimulates the movement for repair work, may develop better sales than are now being made, but at present the movement is seasonably slow. Following are unchanged quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	....
1¼ inch	24 50	....
1½ inch	24 00	....
1¾ inch	26 00	27 00
2 inch	24 50	22 30
2¼ inch	27 75	25 50
½ inch	25 00	26 75
3 inch	42 50	34 00
3½ inch	54 50	49 50
4 inch	75 00	49 50

DART UNIONS SHOW A REDUCTION IN PRICE

Montreal

Through a change in discounts, Dart unions are lowered in price. Black are now quoted at less 33 per cent., galvanized at less 13 per cent. off list prices. Former discounts were 29 and 8 per cent. respectively. Other lines of fittings are holding unchanged with sales continuing of a small and sorting character. Following are present discount

FITTINGS—		
Cast Iron fittings		20%
Bushings, cast		27½%
Do., malleable		25%
Flanges		37%
Plugs		27½%
Flange unions		22½%
Malleable unions		42½%
Dart unions, black		33
Do., galvanized		13
Nipples, ⅛ to 4 in, close and short		50%
Do., long		60%
Do., 4½ to 8 in., close and short		40%
Do., long		50%
Couplings, 4 in. and under		30%
Do., 4 in. and longer		10%
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

IMPROVED CONDITIONS ON RANGE BOILERS

The standard list on range boilers is now more generally maintained, and the 30-gallon boiler is on a more settled quotation at $9.25. Dealers who were offering the lower price in the hope of reducing their holdings before the winter months set in, have in some instances brought their surplus to a satisfactory lower amount, and it is felt a more settled market will again prevail. Manufacturers are upholding the standard prices and believe distributors should again ask the higher price which offers a reasonable profit for their handling. Following are standard quotations:

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
52 gallon	21 00	26 00
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00

SHEETS ARE SLIGHTLY EASIER WITH PRICES HOLDING

Montreal

Quotations on all kinds of sheets show no change from former levels, notwithstanding other markets are reported as recording a decline in some prices. New mill prices are now announced on bright tin plates but do not warrant the announcement of lower prices. The market does not show such a marked degree of strength as was manifest during recent weeks, although the decided easing is more pronounced on other lines in the steel industry than in the sheet market. Considering the small margin of profit now obtainable, it is felt that easier prices to any extent are unlikely even if conditions at the primary sources do not uphold the recent improvement. Local quotations are as follows;

BLACK SHEETS

10 gauge	4 30 to	4 65
12 gauge	4 40	4 75
14 gauge	4 50	4 85
16 gauge	4 60	4 95
18-20 gauge	4 80	5 20
22-24 gauge	4 90	5 35
26 gauge	4 95	5 40
28 gauge	5 00	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 85	7 75
28 gauge	6 45	7 35
26 gauge	6 15	7 00
22-24 gauge	5 95	6 75
20 gauge	5 80	6 60
18 gauge	5 80	6 50
16 gauge	5 70	6 50
14 gauge	5 60	6 50
12 gauge	540	6 50
10 gauge	5 30	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
18-20 gauge	6 35	6 50
22 gauge	7 05	6 65

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES	Box
20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

COTTER PINS NOW 89 PER CENT. OFF

Montreal

A reduction is made in the prices on cotter pins through a change in discounts. These are now quoted less 89 per cent.

"D" TOP SNOW SHOVEL HANDLES ARE REDUCED

A reduction has been made in the price of "D" top snow shovel handles, and these are now quoted at $4.75 per dozen.

ROOFING BUSINESS CONTINUES ON ACTIVE SCALE

Montreal

The volume of current business in ready roofing is satisfactory with the continuance of open weather. An increased demand is usually evident at this season, for the roofing and repair of buildings before the colder winter weather sets in. The beginning of December brings the booking season for next year's supplies. With dealer stocks low, manufacturers and distributors anticipate a good amount of booked business. Prices on all lines are at lower levels than last year at this time, which should assist towards greater sales. However, whether a further change in quotations will be announced for next season is not yet ascertained. It is thought that any revision in prices would be in a downward direction, as higher prices are hardly warranted with raw materials and other productive costs at their present levels. If the revision is forthcoming, changes will be announced to the trade before buying for future commences with the usual protection to cover over the spring buying period.

INGOTS STEADY WITH UNCHANGED PRICES

Montreal.

With no changes in local quotations on the different ingot metals the markets seem to have settled on a fairly steady footing. Slight fluctuations continue in some metals but not of such a definite character as to cause any marked change in local conditions or prices.

TIN.—The changes in this metal have been very slight, the market advancing one day and then re-acting. There is nothing to indicate any marked change in the near future, and local price remains at 35½ cents.

COPPER.—This metal is more or less quiet with the market steady and a small volume of business passing. Producers are apparently marking time with the present state of affairs and are awaiting the next buying movement. Local prices are unchanged at 17¼ cts. for electro, and 17 cts. for casting.

LEAD.—London is fairly strong and while it would seem as though a slight re-action was due, the metal is strongly controlled in that market. Local prices are firm in view of the anticipated advance when navigation closes, at 6¾ cents.

SPELTER.—London holds firm but East St. Louis is slightly easier although without any sign of continued weakness. There is no special feature of interest, and local market is unchanged at 7¾ cents.

ANTIMONY.—This metal is quiet and unchanged at 7 cents for Chinese, and 8 cents for high grade English.

ALUMINUM.—Remaining very dull on the market, aluminum is again weaker in price this week and is now quoted at 27 cents.

TORONTO MARKETS

TORONTO, November 10.—Price developments continue to constitute the feature attraction on the current hardware markets. Interest centres around the prevailing lower prices on bar iron and steel; a downward revision which reflects the recent easier tone in the primary steel markets. Other revisions include lower prices on many lines of zinc and glass washboards; Dart unions, and poultry netting staples.

The new quotation on poultry netting is less 12½ per cent.; a change which was outlined in last week's issue of Hardware and Metal. The Victor and Hold-Fast makes of rat and mouse traps again show slight price reductions; while there is also another downward revision in cotter pin prices. Revised quotations also appear on the Mica axle grease, and the Arctic grade of cup greases. Tin plates are easier in primary market circles.

The proportion of current business continues to reflect a steady gain in activity; the approach of the Christmas season being considered a contributory factor in this situation. Preliminary conditions indicate that a fair period of trade is anticipated, with shipments of winter and early spring goods now firmly in evidence. The toy industry supplies a practical example in this connection.

POULTRY NETTING STAPLES SHOW PRICE REDUCTION

Toronto.

New lower quotations are now given on galvanized poultry netting staples, in conjunction with the recent revision in prices on poultry netting and fencing. The latest prices on staples are as follows:

POULTRY NETTING STAPLES—

Galvanized.	¾″	⅞″ Per cwt.	1″
In 100 lb. lots	7 50	....	....
In 25 lb. quantities	8 50	....	....
In 10-lb. packets	9 00	....	....

MOUSE AND RAT TRAPS AGAIN SLIGHTLY LOWER

Toronto.

Quotations on mouse and rat traps have again undergone a slight downward revision. These new prices on both the Victor, and Hold-Fast lines are as follows:

TRAPS—	
Mouse—	
Victor, per gross	3 00
Hold-Fast, per gross	3 50
Rat—	
Victor, per dozen	1 35
Hold-Fast	1 40

ANOTHER REVISION IN COTTER PIN DISCOUNTS

Toronto

Another revision now appears in the discount on cotter pins, the new quotations being, list less 82½, 30 and 10. The previous discount was 82½, 20 and 10 per cent.

DECIDE ON NEW DISCOUNT FOR POULTRY NETTING

Toronto.

As pointed out in the Toronto market section of last week's Hardware & Metal quotations on poultry nettings are now revised. The extent of the decline is fairly substantial and the new discount is now 12½ per cent. off list. This applies to both the 1-inch and 2-inch mesh.

An additional discount of 5 per cent. is being given on all orders placed prior to December 31.

DISCOUNT ON WIRE CLOTH FOR EARLY BOOKING

Toronto.

Referring to the new lower prices on screen wire cloth which were contained in the Toronto market section of last week's issue; an extra discount of 5 per cent is being given on all orders placed before the end of the year.

In connection with the revised quotation of $3.00 per 100 square feet, on the painted black screen wire cloth, a typographical error appeared in the Hardware & Metal report covering this price change, and the figure "100" was inadvertently omitted.

REVISED PRICES APPEAR ON AXLE GREASES

Toronto.

Higher quotations, which reflect the strength of the oil markets generally, now appear on axle grease and cup grease. These revised prices on the Mica axle grease, and No. 2, and No. 3, grades of Arctic cup grease, are as follows:

MICA AXLE GREASE—	
In cases of 24 3-lb. tins	$10 15
In cases of 12 3-lb. tins	5 40
In cases of 48 1-lb. tins	7 35
Above quotations, less 15 per cent.	
ARCTIC CUP GREASE, No. 2—	
In cases of 6 5-lb. tins	4 55
In cases of 36 1-lb. tins	6 15
In cases of 24 1-lb. tins	4 30
In cases of 12 1-lb. tins	2 35
Less 15 per cent.	
ARCTIC CUP GREASE, No. 3—	
In case of 6 5-lb. tins	4 90
In cases of 36 1-lb. tins	6 35
In cases of 24 1-lb. tins	4 45
In cases of 12 1-lb. tins	2 50
All less 15 per cent.	

LOWER QUOTATIONS APPEAR ON WASH BOARDS

Toronto.

Wash boards of both zinc and glass manufacture now register a decline in prices. The easier levels are attributed by manufacturers and distributors as being primarily due to lower costs of the raw material, notably zinc and glass. While the decline in zinc prices has

been obtained through importation from Belgium, yet it is pointed out very little reduction has been made in glass costs, but that quotations on all the finished products have been lowered by the makers in proportion. Some glass for this purpose has recently been imported from England. The price lists therefore, still retain their uniformity as regards the variance between the prices on different makes and styles. The new quotations follow:

BOARDS, WASH—

Zinc and Glass.	Per doz.
Baby Globe	2 45
Beaver (brass)	8 00
Canada (glass)	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (enamel)	9 00

F. o. b. factory.

DART UNION DISCOUNTS ARE NOW REVISED

Toronto.

Through a revision in the discounts, quotations on the various sizes of Dart black unions are now lowered. The extent of the decline is approximately 10 per cent. Prices on other lines of pipe fittings generally remain unchanged this week, with an average volume of sales being recorded. Only moderate business is anticipated, according to distributors of these products, during the current season of the year. The list on pipe fittings, including the revised discounts on Dart union, is as follows:

PIPE FITTINGS—

	Per cent.
Cast iron fittings	25%
Plugs, cast iron	28%
Do., solid	28%
Do., countersunk	28%
Bushings, mall	28%
Bushings cast	28%
Unions ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged Unions	25%
Dart Unions, blk., ⅛ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do, 4½ inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—

	Black	Galvanized
Class A	0 55	0 68
Class B	0 23	0 33
Class C	0 15	0 23

RANGE BOILER QUOTATIONS NOW WELL MAINTAINED

Toronto.

While a slight tendency was recently noticeable in the direction of price shading on the revised list quotations on range boilers, principally due to efforts to lower supplies of the 30-gallon size,—this situation has now improved and prices are generally being maintained. Distributors state that these products are now entering the season when the volume of sales is naturally more confined, and current conditions are such that dealers with stocks heavier than usual are naturally anxious to dispose of their holdings prior to the arrival of the winter months. The prevailing list remains as follows:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$ 9 25	$ 11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00
144 gallon	.....	76 00

PRICE DECLINES IN IRON AND STEEL MARKETS

Toronto.

Declines of varying extent on the different products now appear in the iron and steel markets This condition has resulted from the recent easier tone of the industry generally, when the degree of improvement somewhat slackened, and the tendency towards firm prices was not maintained The current reductions, therefore, indicate the lower mill prices combined with a return of similar elements in these markets which developed during the dull summer period. Following are the easier price levels:—

Mild Steel bars, base	3 00	3 25
Mild steel bands, 3-16 in. base	3 50	3 75
Bar iron, base	3 00	3 25
Angle iron, base	3 10	3 45
Horseshoe iron	3 75	4 10
Tire steel	3 50	3 75
Spring steel	5 00	5 50
Crucible cast sheet steel	30 00	.35 00
Mining drill steel	.. ..	18 52
Cast tool steel, high grade	20 00	23 00
Cast tool steel, medium	30 00	36 00
Sleigh shoe steel	3 00	3 25
Hoop steel	3 50	3 75
Toe caulk iron	4 00	4 50
Norway iron	12 50	15 00

EXPECT FAIR SEASON IN TOYS AND SPECIALTIES

Toronto.

With the approach of the Christmas season, preparations are being made for the prospective annual trade in toys, specialties, and other lines, enjoyed by the hardware industry during this period of the year. Early indications in this direction are generally regarded as promising from the viewpoint of normal business.

As referred to in a previous market report contained in a former issue of Hardware & Metal, the influx of German manufactured goods is now manifest. This is particularly noticeable in the supplies of toys now appearing on the markets. A larger representation of toys of this European origin is now evident, but it is pointed out that deliveries of foreign goods of this nature are undoubtedly smaller in volume than they would probably have been, on account of the revised valuation plan adopted in recent tariff regulations.

Under existing circumstances, the United States markets offer a better opportunity to German toy manufacturers, and it is said that in the mechanical toy field, goods of foreign origin predominate. The Canadian toy market is far from being flooded in this respect, for the usual proportion of British and American articles are to be observed, but with a much smaller quantity of Japanese products this season than has been the case during previous years when European goods were not available.

Up to the present, the activity in the toy field is described as fair. The conservative buying policy generally adopted by retail merchants in practically all lines of trade, is also evident with regard to purchases of toys, and stocks are of a moderate nature. The increased range and greater variety of toys coming on the market, is claimed as an indication that business in these lines will be up to expectations, in spite of the smaller-sized orders. For this reason, both manufacturers and distributors are preparing for a bigger rush than usual later in the season, as the requirements of the retailer and the public becomes manifest.

SCRAP MATERIAL MARKETS GENERALLY QUIET

Toronto.

The scrap material markets are generally in a quiet state, with the undertone holding to the recent slight improvement. The attitude of dealers is presented in the fact that accumulations of iron and steel scrap are strongly held, and future activity is still being anticipated in many quarters. Copper and brass scrap have been a little more prominent than the other metals, but business in these markets generally has been of a subdued nature, with no marked developments having been recorded. Following are dealers average prices for fairly large quantities:

Scrap Iron		
Gross Tons—		
Heavy melting steel (Hamilton)	9 50	10 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	5 50	6 00
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 00	16 00
Stove plate	11 00	12 00
Grate bars	10 00	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	9 25	10 00
Light copper	7 50	8 00
No. 1 composition	8 00	8 50
No. 1 comp. turnings	6 00	6 50
Light brass	3 00	3 50
Heavy yellow brass	5 00	6 00
Heavy lead	3 75	4 00
Tea lead	2 00	2 50
Scrap zinc	3 50	4 00
Scrap Rubber		
Boots and Shoes	2 00	2 50
Lumbermen's Rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

WOOD HANDLE PRICES IN UNSETTLED CONDITION

Quotations on wood handles are now reported to be in an unsettled condition. Advice recently received from one manufacturer of wood handles indicates that as circumstances now exist, there are practically no longer any standard prices remaining. The tendency has been outlined to some extent in previous issues of Hardware & Metal, when expected lowerings materialized on harvest tool handles during the latter part of October. Easier quotations now appear on certain makes of snow shovel handles also.

TIN PLATES EASIER IN PRIMARY CENTRES

Toronto.

Recent reports from southern primary steel markets indicate that some of the largest producers are putting into effect lower quotations on tinplates. The extent of the decline is approximately $1.00 per ton, and the new prices are stated as good until the end of March, 1922.

The tinplate markets have been far from strong during the past few weeks, and some lowerings have recently developed in local prices on coke tin and Canada plates. These are now generally holding at the following levels:

	Per box
PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 sheets	16 00
IX, 20 x 28, 112 sheets	19 00
1X, 20 x 28, 56 sheets	12 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

PENDULUM MOVEMENT IN INGOT COPPER

Toronto.

The pendulum in the ingot metal markets is alternately swinging towards improvement with increased demand and higher prices, and then in the direction of price fluctuation with easier tones generally. This procedure has been especially marked in the copper markets, and prices on this metal are again firming up, due to a slight recovery in demand. This upward movement shows a return, at least to some extent, of the betterment in copper evidenced a few weeks ago; from which higher levels, quotations have since receded. Producers are still claiming that the prevailing markets are not attractive, and state that their hope lies in the direction of higher prices being maintained on futures, coupled with increased consumption.

The primary tin markets still retain varying fluctuations, but the general trend seems to be in an upward direction. The recent gains in the exchange rate, have served to enhance tin values. Aluminum quotations are showing signs of easing in the primary stage; but changes in the ingot markets generally have not been sufficiently marked to reflect on the current local quotations, which remain practically unchanged.

COPPER.—After the rise in the copper markets, tabulated a few weeks ago, the strengthened inquiry and the price gains were not retained, and a re-action set in. Quotations receded from the higher levels attained on the primary markets, and the proportion of inquiry for copper fell away in a marked degree. Recent reports from primary sources, now indicate that the copper markets are again on the mend, having resumed the upward tendency. How far these repeated fluctuations are likely to develop, at present seems difficult to discern. It is noticeable that the frequent changes both upward and downward on outside markets have not been considered of sufficient importance by prominent local dealers in metals to reflect any corresponding revision in domestic prices. The average current quotation on copper, therefore remains locally at 17 cents.

TIN. — The recent marked fluctuations in sterling exchange have had the result of keeping the trade guessing as to absolutely correct values in tin. This atmosphere of change on the primary markets, has not been reflected locally however, the quotations remaining unchanged at 35 cents. Some degree of importance is attached by southern producers to the report that more tin plate mills will be starting in the near future. It is expected that this development should lead to some increased buying of tin; but on the other hand accumulations are still said to be fairly heavy.

LEAD.—Primary markets report a slight increase in the demand for lead, and now that the railroad strike controversy has been satisfactorily settled in the States, the lead markets there have again resumed a firmer attitude. Prices are generally unchanged, and the local quotation of $6.50 still prevails.

SPELTER.—Several of the leading producers of spelter are still out of the market, but report a confident feeling that under these circumstances, the present depression will not be of long duration. Judging by the recent slight increase in current purchasing, consumers' stocks are getting down to the point where a resumption in heavier buying is looked forward to in the not far distant future. Outside of this factor, the markets are generally quiet. Local prices still remain at $7.00.

ANTIMONY.—No sales of any consequence have been recorded in this market. There has been a slight easing in quotations on the southern primary markets, but it is said that the lower offerings have not been taken up. The local situation holds steady, with prices unchanged from 8 to 10 cents.

ALUMINUM.—This market contains no new features. The prevailing price levels continue to hold unchanged, and this can also be said of local quotations, which remain at 28 cents.

LONDON MARKETS

LONDON, November 9.—Canvas belting, poultry netting, and screen wire cloth, offer the principal price changes on this week's hardware markets. Interest is attached to the revision in poultry netting in view of the fact that the new quotations are approximately 20 per cent. lower. The current decline in prices on the painted black screen wire cloth is also 15 per cent. lower; while the change in canvas belting quotations is of an upward nature, the higher level being attained through revised discounts.

Prices on other commodities generally remain unchanged, with the prevailing trend of business continuing seasonably good. There is an increasing demand for winter goods; such lines as stoves and furnaces, with their various accessories, enjoying a marked degree of activity at present. Reports on collections continue fairly good.

CANVAS BELTING PRICES ARE INCREASED

London, Ont.

New higher prices are now in effect on canvas belting, the extent of the increase being around 7½ per cent. The revised quotation is list less 60 per cent.

SPRING BOOKING PRICES ON SCREEN WIRE CLOTH

London, Ont.

New lower prices for Spring booking now appear on screen wire cloth. The downward revision in this respect now brings quotations on the painted black to $3.00 per 100 square feet, with an extra discount of 5 per cent on orders being placed prior to December 31.

LOWER QUOTATIONS ON POULTRY NETTING

London, Ont.

The revised quotations on poultry netting are now announced as list less 12½ per cent, with an additional 5 per cent on all orders received prior to December 31. This revision applies to the Canadian poultry netting, on both the one-inch and two-inch mesh.

LINSEED OIL PRICES HOLD UNCHANGED

London, Ont.

While linseed oil quotations are primarily holding unchanged at the level of 87 cents per gallon for raw, and 90 cents for boiled, yet these markets generally continue of a fluctuating nature. However, the following quotations are generally conceded to represent the average of present values in this commodity:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per Imp. gal.	0 87	0 90
3 to 5 bbls., per Imp. gal.	0 86	0 89
6 to 9 barrels., per Imp. gal.	0 84	0 87

Less barrels add 15 cents gallon.

SEASON FOR BUCK SAWS

London, Ont.

The season for the more strenuous application and general practical use of the buck saw is now at hand. There is a fair demand at present in evidence. Prices are remaining steady, at the following levels:

BUCK SAWS—	
Happy Medium, per doz.	15 50
Prince Rupert, per doz.	20 50
Arrow Head, per doz.	20 50

HIGH PRICES STILL NOTED ON TURPENTINE

London, Ont.

Prices on turpentine are reported as remaining firm, with the recent higher quotations still prevailing. Whether this tendency will hold, or easier tones develop, is difficult to ascertain, for in view of the recent fluctuations in the turpentine markets, almost any trend is primarily based upon southern costs, and is stated to be merely a reflection of the current demand coupled with the state of available supplies at Savannah centres. The following prices, therefore, still hold, with fair sales reported:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 22
2 and 4 barrel lots	1 21
5 gallon lots	1 37

PUTTY SALES INCREASE

London, Ont.

Increasing demand is the only feature of the putty market. Quotations are holding steady to firm with sales now very active. This may be expected to continue during the month, as November marks the busy season for this product. Following are unchanged quotations:

PUTTY—	
Standards, 100-lb. drums, per 100 lbs.	6 30
Standard, 25 lbs., per 100 lbs.	6 55
Pure, 100 lb. drums, per 100 lbs.	7 80
Do., 25 lb drums, per 100 lbs.	8 05

FAIR SALE CONTINUES FOR WHITE LEAD IN OIL

London, Ont.

The mild weather has recently assisted in the current sales of white lead in oil. At present, however, sales are usually in small quantities only. Following are the unchanged quotations:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

REPORT AVERAGE DEMAND FOR MANURE FORKS

London, Ont.

Dealers now report a seasonal sale for harvest tools, especially ensilage forks, vegetable scoops, beet forks and similar products. The demand is stated to be well in keeping with the average expectations. Quotations remain at list, less 60 per cent.

GOOD DEMAND EXISTS FOR LANTERNS & GLOBES

London, Ont.

There is a good seasonal sale at present for lanterns and lantern globes. Prices on these products remain at the recent downward revisions, which are as follows:

LANTERNS—	
Tin short or long pattern, per doz.	12 00
Dietz D Lite, per doz.	19 75
Coleman Gasoline, each	7 50
Lantern Globes. Short or long pattern.	
1 doz. to case, per doz.	1 35
3 doz. to case, per doz.	1 25
6 doz. to case, per doz.	1 20

PYREX GLASS OVENWARE IN FALL MOVEMENT

Toronto.

Among the products at present experiencing a good Fall sale is the Pyrex line of glass ovenware. There has been no recent change in prices, the quotation remaining at list less 30 per cent.

SEASONABLE SALES FOR ASH SIFTERS

London, Ont.

The approach of the cold weather and the commencement of the furnace season, has been reflected in current demands for ash sifters. Many dealers report sales of these products being good at present. Following are unchanged quotations on popular lines:

ASH SIFTERS—	
Banner, No. 2, each	3 00
Banner, No. 3, each	2 00
Common Wood Sides, dozen	3 00

FAIR DEMAND FOR SPADES, SHOVELS AND SCOOPS

London, Ont.

Dealers also report a good sesonable sale of draining spades, scoops, and shovels. The recent price revision on these products, which lowered the quotations almost 20 per cent, has undoubtedly stimulated the current demand. The discount of 55 per cent. is now given.

IMPROVED MOVEMENT OF WINDOW GLASS

London, Ont.

The current sales in window glass are noticeably improving and good sorting sales now prevail. This betterment is seasonable, and has been generally anticipated since the advent of the Fall at the revised net list for both single and double diamond: with cut lights quoted at 75 per cent. off light list.

BETTER MOVEMENT IN CUTLERY PRODUCTS

London, Ont.

There is a fair proportion of sales recorded for pocket knives, carvers and table cutlery generally. Quotations have been lowered in many of these lines this Fall, and the prevailing demand noticeably heavier for the English makes.

WEATHER STRIP SALES NOW ON THE INCREASE

London, Ont.

Weather strip sales are now increasing with the advent of colder weather. The seasonal demand for this product is now under way, and a fair movement is generally reported. Quotations are as follows:

WEATHER STRIP—	
Frost King Felt .	
Per doz. pkgs.	5 00
Wood and Felt.	
No. 60, list, per foot	0 05
..o. 61, list. per foot	0 05
No. 61½, list, per foot	0 07
No. 64, list, per foot	0 10
Less 45 per cent.	

NAIL DEMAND BETTER WITH FIRMER TONE

London, Ont.

There has recently been a firming up in the tone of the nail market generally, and a fair movement in these products is evident at present. Since the lest revision on wire nails a few weeks ago, quotations have remained unchanged at the following levels:

Wire nails ..... $4.25 base
Cut do ..... $4.95 base
Miscellaneous wire, list, less 70 per cent.

BRISK SALE FOR ROOFING AND BUILDING PAPERS

London, Ont.

Roofing and building papers are included among those products recently showing a fair proportion of activity. The demand in this line is considered seasonal. There has been no further revision in prices, which are as follows:

ROOFING—	
Ontario, 1 ply, sq.	1 95
Ontario, 2 ply, sq.	2 40
Ontario, 3 ply, sq.	2 85
BUILDING PAPERS—	
Plain Fibre, No. 2, roll	0 70
Tarred Fibre, No. 2, roll	1 00

WINNIPEG MARKETS

WINNIPEG, November 9.—Reduced prices appear on a number of hardware lines this week, the principal changes being as follows: galvanized clothes lines; screen wire cloth; poultry netting and fence wire; screen doors; genuine Cannon oilers; and hay fork, manure fork, hoe, and rake handles. Through revised discounts, a decline of almost 20 per cent. is given on shovels, scoops and spades.

Other primary commodities remain unchanged, with quotations in some lines having developed a steadier attitude generally. Trade in seasonal lines is now quite brisk; this degree of activity being especially noticeable in stoves, ranges and heaters, and furnace accessories. Winter goods are being shipped, and a fair period of trade in these products is anticipated.

SLIGHT SHADING IN BOILERS TO LOWER STOCKS

Winnipeg.

The undertone of the market for range boilers continues firm, as do most other sheet products. The season is now advancing and jobbers are finding a slight slackening in sales. Some houses are offering reduced prices in order to dispose of their surplus stocks. Following are the prices prevailing generally:

RANGE BOILERS—	
20 gallons, each	10 00
30 gallons, each	10 00
35 gallons, each	13 25
40 gallons, each	16 25
52 gallons, each	23 45
66 gallons, each	33 15
82 gallons, each	40 60
100 gallons, each	62 50
120 gallons, each	75 00

GALVANIZED CLOTHES LINES SLIGHTLY REDUCED

Winnipeg.

The prices on galvanized clothes lines are a trifle lower this week. The following are the latest quotations:

CLOTHES LINES—

No. 19, (galv.), 100 ft. per doz.	7 00
Do., 50 ft., per doz.	4 25

SCREEN WIRE CLOTH NOW ALSO COSTS LESS

Winnipeg.

Reduced quotations also appear on screen wire cloth, for spring booking. The new ruling price is $3.10 per 100 square feet.

SUBSTANTIAL REDUCTION IN SCREEN DOOR PRICES

Winnipeg.

A big reduction has been announced in prices on both common and Kasement screen doors. Following are the latest quotations:

SCREEN DOORS—

Common.	Price per doz.
No. 1	21 50
No. 2	27 50
No. 9	47 50
Kasement.	**Price per doz.**
No. 1	33 50
No. 2	41 00
No. 3	33 50
No. 4	41 00

CANNON PUMP OILERS HAVE LOWER PRICES

Winnipeg.

Lower prices are quoted this week on Genuine Cannon Oilers: Following are the revised quotations;

PUMP OILERS—

Genuine Cannon.	
No. 351, per doz.	14 50
No. 353, per doz.	16 25
No. 355, per doz.	18 00

POULTRY NETTING PRICES ARE NOW LOWER

Winnipeg.

Lower quotations are now given on the Lay Flat poultry fencing, and prices on the old style netting also register a slight decline. The revised quotations on both grades are as follows:

POULTRY NETTING—

Lay flat. Price per roll.
2 x 24, $3.40; 2 x 30, $4.00; 2 x 36, $4.75; 2 x 48, $6.20; 2 x 60, $7.75; 2 x 72, $9.20.

Old style. Price per roll.
1 x 24, $6.75; 1 x 30, $8.20; 1 x 36, $ 9.70.

HARVEST TOOL HANDLES HAVE LOWER PRICES

Winnipeg.

All lines of harvest tool handles are reduced in price this week. Following are a few of the latest quotations:

WOOD HANDLES—

Hay fork, 4 ft., per doz.	3 50
Do., 4½ ft., per doz.	3 90
Do., 5 ft., per doz.	4 60
Do., 5½ ft., per doz.	5 20
Straw fork, 4½ ft., per doz.	4 50
Do., 4½ ft., per doz.	5 20
D. Manure fork, per doz.	8 20
Long manure fork, per doz.	7 55
Rake, per doz.	6 00
Hoe, per doz.	3 40

SHEET MARKETS FIRM; PRICES HOLDING

Winnipeg

It was generally indicated that quotations would be higher this week on both black and galvanized sheets, but former prices are still holding. The tone in the primary steel markets continues firm. It is thought that as long as stocks hold out, prices will not change, but as soon as it becomes necessary to replenish stocks, prices will go up. Local current quotations are as follows:

SHEETS—

Black Price per 100 lbs.		Galvanized	
10 gauge	$5 70		
12 gauge	5 70		
14 gauge	5 80		
16 gauge	5 90	16 gauge	$6 75
18 gauge	6 30	18 gauge	6 90
20 gauge	6 30	20 gauge	6 90
22 gauge	6 35	22 gauge	7 05
24 gauge	6 35	24 gauge	7 05
26 gauge	6 40	26 gauge	7 20
28 gauge	6 65	28 gauge	7 80
		10¾ oz.	8 20

PITTSBURG MARKETS

PITTSBURGH, November 10—Production of pig iron in October was at the rate of about 14,600,000 gross tons a year, or 22 per cent higher than in September. If steel ingot production increased in the same ratio it was at close to 40 per cent of capacity in October, against 32 per cent in September and 21 per cent in July.

Unfortunately the fact is not altogether as good as it looks. Increased production is excellent when it proves there is increased demand, but production without demand is not good. Of course there was demand in October, but in not a few quarters it is doubted whether the demand was sufficient to justify so large an increase in production over September. After the middle of October the general iron and steel market turned distinctly quieter, and producers fear that in consequence the softening in prices will be accentuated. As prices of steel products are already relatively low it does not seem that lower prices are needed for the purpose of broadening demand. Pig iron does not present altogether the same case, as pig iron is relatively higher than steel, by reason of the greatly increased freight rates having more effect on pig iron costs than on steel making costs.

General Situation

For many months the matter of demand upon the steel mills has been conspicuous, the relationship between steel demand and what is called "general business" being complicated. Ordinarily, steel activity is considered an index to general activity, and indeed the adage that "iron is the barometer of trade" goes farther than that, for it counts upon iron and steel activity coming somewhat before general business activity. There was a divergence between steel activity and general activity last July, of one sort, and now there is a divergence of another sort. Last July the case was that there were stocks of steel and manufactured wares that had to be liquidated, and the demand upon the steel mills was far below a relation to actual consumption. For a week or two the mills operated at less than 20 per cent of capacity, but the actual consumption of steel and steel products was not as low as that. As stocks were liquidated demand upon the mills increased, until in the fore part of October it was 35 to 40 per cent of mill capacity.

The divergence is that the commercial activity is of such a character that it does not absorb its usual proportion of steel. There is very active work in building garages and dwelling houses, but that takes little steel. The same amount of money spent on power stations, factories and hotel and office skyscrapers would mean much more steel. There is much activity in road-building, but that consumes very little steel. The same amount of money spent on railroad track, freight cars and locomotives would mean a great deal of steel.

What the steel industry needs for its business to get better is not for business in general to get better, but for it to run more to construction work and the various kinds of activity that involve steel consumption. Perhaps general business is not getting better. Perhaps it is getting worse, and quite possibly that will be a good thing for steel. The secretary of the treasury, who was Pittsburg's leading banker before he was called into President Harding's cabinet, is quoted in the daily press as saying he favors the secretary of war giving Pittsburg an extension of time in raising the bridges here, ruled by the previous war secretary to constitute an obstruction to navigation, on the basis that construction costs are likely to come down still more in the future.

Steel Prices

For a fortnight, the American Steel and Wire Company (Steel Corporation) has been soliciting its customers for contracts at present prices, as advanced September 12th, on the ground that prices are going to be advanced. The first report had it that nails were to go up 15 cents a keg, but it is understood now the contemplated advance is $2 a ton all around, which would make plain wire $2.70 and wire nails $3. Usually when a wire advance is undertaken the date for the advance is set. This time no date is named, the fact suggesting that it takes more time than usual to round up the contracts. The Youngstown Sheet & Tube Company, which did not make the September 12th advance at the time, announced its advance November 1st.

In sheets our report of a week ago noted that the $5 a ton advance attempted by independents had failed, the market being easier in tone instead of stronger. Now not a few independents are cut-

(Continued on page 60)

Fall Rearrangement of Paint Stock

Paint Stock Can be Rearranged to Advantage at This Season of Year Keeping Seasonable Specialties to the Front—Keep Accessory Products Close to Main Products—Keep Shelves Well Stocked as Customer Cannot See Your Reserve Stock—Importance of Carrying Adequate Stock.

A HARDWARE merchant who has made a good success of paint trade at this season of the year states that much of his success is due to the fact that he watches carefully the arrangement of the paint stock. He believes in keeping the specialties well up to the front as they are much in demand for light household work and they carry a good profit. He believes in keeping accessory products close to the main products. For instance the dressing for automobile tops is kept close to the automobile enamel so that a customer looking over the stock for one or the other cannot help but see the other line which will probably carry an equally important appeal for his requirements. In the fall there are many motorists who believe in giving their car a coating of enamel and the top some top dressing so as to protect it against the wet rains of fall and the melting snows of winter. These are good lines to feature at this time for they also reach the motorist who lays his car up in the winter and spends his spare time overhauling and repainting it for next summer's use. Grouping all possible automobile lines will increase trade in these specialties.

Shelves Well Stocked

"See that the shelves are kept well stocked up and well to the front of the store," says this merchant, pointing out that the customer cannot guess what you have in your stock room and only judges the stock by what is seen. Another item of good advice handed out by this merchant is never to sell a customer anything he does not want or for which he has no practical use. This is apt to follow too enthusiastic salesmanship on the part of some paint department salesman. On the other hand there are undoubtedly many ways in which paint business can be created and salesmanship must be used to develop these ways.

Some panels finished up with various stains provide an effective means of securing interest in paints and specialties in the fall. Oftentimes the housewife cannot visualize as effectively what the woodwork, floors or walls will look like when finished with paints as shown on color cards, as when seen on a large panel. Interest in these panels when displayed in the store will show the merchant that he has a prospect and this prospect can probably be developed not only for business in paints, but in varnishes, specialties, brushes and many other lines, according to circumstances. Very often the customer has overlooked the possibilities for improved appearance of the home interior which follow the use of furniture or stove specialties, floor stains and paints, wall and ceiling finishes, etc.

Specific Instructions

Service is an important factor which cannot be too much emphasized, for as a hardware merchant recently stated to Hardware and Metal, the average purchaser of paints has little appreciation of the technical knowledge required to make satisfactory application of paints and varnishes. and he must be given specific instructions in order to secure best results. If such is not done the reflection is apt to come on the retailer, not on the brand of paint. Hints on the selection and use of brushes is an important element in making satisfactory application of paints for if the tools are not right, all the skill in the world will not make a good job when completed.

The necessity for carrying adequate stocks has been much emphasized by numerous authorities quoted in recent issues of Hardware and Metal. The suggestion has been put forward that new stocks should be averaged up with old stocks bought at higher prices and the customer then given the advantage without so much cut in profit for the merchant. These suggestions apply equally well to the paint department. It would be hard to estimate the amount of business lost because of too low stocks due either to too many restrictions on buying or to too faulty stockkeeping record.

It is unlikely that anything but conservative buying will be experienced for some time to come, and this is as it should be, but when this plan is followed closer attention must be paid to such factors as selection and range so as to be able to take advantage of all possible trade and not have to send a customer to a competitive store because you could not supply the color of paint or the specialty line required. The chances are that the customer who finds the one store cannot supply such requirements, will turn much business to the store which can supply them. Money cannot be tied up in large amounts in slow moving stocks as was the case a couple of years ago. The same condition applies to wholesalers and manufacturers. Stocks must be moved more rapidly and supplies kept within easy and quick reach. To do this requires more care in merchandising on the part of the retailer for he is the ultimate outlet for the goods and if he does not properly estimate the needs of his trade then everyone suffers.

The importance of having a fairly complete stock on hand is such as to justify the merchant in anticipating his wants in a conservative manner. The plan of leaving his ordering client almost until the customer has asked for the goods would result, if followed by many merchants, in the manufacturer being forced to disappoint some if not all such merchants, and the loss of prestige in the eyes of customers would also result.

SERVICE

CONFIDENCE

FAIR DEALING

A PEBBLE.

"A pebble dropped within the margin of a pond
Sends circling waves to farthest banks beyond,
So, the kind word spoken by a friend,
In wid'ning circle spreads. Who knows the end?"

With a sincere and kindly courtesy Mr. Thos. Marshall of Congdon & Marshall, Dunnville, Ontario, in the following letter pays us a compliment which will not be soon forgotten. It is just such sentiment which makes business more than a fight for money—that inspires us to better things; gives us real pleasure, and "Sends circling waves to farthest banks beyond."

"Because we looked upon it as a serious step to change our Paint line, we determined to make such independent investigations as would reasonably assure us that we would never find it necessary to change again. *At our own time and expense* we called upon dealers thruout the Continent who had long been in the Mixed Paint business, and from all the information we could gather, found that the Firm of Lowe Bros. excelled in the quality of its goods, while it took the lead in results obtained from Advertising and Selling Service. And, what is most important—they *always carried out their promises.* Qur experience as your Agent has borne out fully the truth of this estimate. We have never had a complaint as to the quality of your goods, and are perfectly satisfied with our connection. We are looking forward to a good Fall trade and a largely increased business next Spring."

Could anything but a genuine appreciation of "promises fulfilled" and a real friendship have prompted this expression?

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

The Brush Department

Using Current Events In Brush Selling

Much Housecleaning Being Done at This Season and More to Follow in Preparation for Christmas Holiday Tim When Friends Make Annual Visits to Each Other.

TAKING advantage of current events is perhaps one of the most effective means of stimulating trade in paint and household brushes. The average housewife is little acquainted with the wide range of brushes which have been provided to lighten the labor of housework and make the cleaning much more effective. Therefore, when an opportunity presents itself in the shape of current events, the merchant might well turn that event to advantage by pointing out the relation of certain of his brush stock to that event.

For instance, there is much fall housecleaning, which is still under way. To such prospects it might be well to address some advertising matter or personal sales talk along the line that such work delayed will probably now be done in a hurry and when such is the case there can be no better way to make a hurried and thorough job of the cleaning than by using the most effective weapons provided for the purpose.

Accompanying this housecleaning activity at this season is the desire to repaint certain floors, woodwork, furniture, etc. in order to give the home a clean, well-preserved appearance for the indoor months of winter. Such work is also necessary in many cases for protection against wet and snow of fall and winter.

Whether housewives are in the habit of housecleaning at this time of year or not it will generally be found that some cleaning work will be undertaken prior to the Christmas holidays and in preparation for the visit of relatives and friends for the merry festivities. This is the time of year when country friends visit city folk and vice versa, because the country people as a rule are not so busy at this time of year. Much activity will precede these interchanges of visits and household brushes might well be featured in the windows and advertisements for such trade. Some snappy showcards could be written to suggest the use of certain brushes for this purpose.

ANOTHER FATAL POISONING FROM SHAVING BRUSH

New York.—Michael F. Farley, former member of the House of Representatives died from anthrax, believed to have been caused by infection from a shaving brush. Mr. Farley died exactly six hours and 35 minutes after he had walked into the hospital to find out what was the matter with him. Physicians said that he had the malady in a singularly malignant form. Mr. Farley purchased a new shaving brush last week, and soon after using it a rash appeared on his face.

URGE DO IT ELECTRICALLY

(Continued from page 37)

portunities to develop electrical business in the trade.

"Occasionally our anxiety to get the order 'leads to pruning,' as Bill Goodwin says, or an endeavor to see how much of a given installation can be omitted in order to 'keep the price down' rather than trying to see how much can be added to a reasonable degree, thereby increasing our own business and helping the industry," said the speaker, continuing.

"Frequently in our haste to get off one job and onto another we forget that the proverbial 'bird in the hand is worth two in the bush.' We should undoubtedly make the most of the job in hand before jumping to the one in view. Incessant jumping increases overhead and therefore eats into profits, when there are any.

"Show me a better prospect than the customer who proudly boasts that his home is wired for a range, appliances or convenience outlets. Many of these appliances are necessities today.

"The cheap rates available for current, offer an invincible argument in favor of the complete wiring of every home.

"The contractor who fails to remind the customer of these rates deserves only what he gets in business."

Minor Building Cost

"Electric wiring is one of the least of building costs and contractors should discourage every attempt by anyone to cheapen, or eliminate any part of an installation.

"The customer who finds after awhile his house is half wired and that things have to be torn to pieces, or at least he so imagines, is not so very enthusiastic about adopting the 'cook by wire' method.

"Every contractor owes it to himself, his customers and the industry to see that every installation is as complete and convenient as possible. This is not only a duty, but a profitable one.

"Often a suggestion or recommendation from the contractor will accomplish much. Most people realize that the contractor is an authority and qualified to handle this detail of building.

"We should never lose sight of the fact that each home is a prospect for equipment from $800 up, in addition to the wiring. The $800 represents a modest equipment and can be easily increased by three or four hundred dollars under present conditions. At the present rate of development it is not difficult to forecast that the above amount can be largely augumented."

An Extensive Field

"Remember, that while the simple outlet seems a small item and perhaps looks like two dollars worth of business and probably twenty cents profit, some day a $75 vacuum cleaner or $200 washer will be bought and attached to the humble outlet. You, Mr. Contractor, by remembering the little outlet will have a good argument with which to approach your prospect. If you don't sell him some one else will and you in turn will, no doubt, reciprocate by connecting your goods to another fellow's outlets.

"As time progresses, the owner of the hame begins to look for means to improve the place—why not assist him to attain convenience and to enhance the beauty of the home? Don't let the furniture man and the decorator do it all. Judicious expenditure on many useful appliances, beautiful lighting fixtures and convenient portable lamps is a field he should not be permitted to overlook.

"We should endeavor to see that he does not have to tear the floors up and the walls down to provide outlets sufficient for connection of his many requirements.

"A complete and convenient wiring installation is remembered long after the price is forgotten."

MEANING OF SEGMENT GRINDING

A wrong impression was given as to the meaning of segment grinding due to the transposition of two illustrations which appeared in the advertisement of E. C. Atkins & Co., Hamilton, Ont., on page 24 of October 1 issue of Hardware and Metal. The illustrations appearing herewith show what is meant by segment grinding and the imitation. The cross-cut saw segment ground as is the Atkins Sterling Quality Cross Cut saw is given clearance with very little set as will be noted from the illustrations.

Segment Grinding

The Imitation

Boeckh's Brush News

The Retail Salesman

IT IS generally recognized by progressive manufacturers that the Retail Salesman is a most important factor in connecting the product of his factory with the public and ultimate customer.

He will, if efficient and has the best interests of his employer at heart, do all he can to push all lines of goods handled by the store, but he can always give special attention to goods which give a good margin of profit, in place of pushing the sale of cheap competitive lines.

He will see to it, of course, that such goods are the kind which will please the customer and help to bring him back to the store for similar goods, or when open to buy anything he requires.

He will see that the goods are such as are strictly reliable and guaranteed by the manufacturer, and also well advertised, which is a most important point, as the buyer is already in a frame of mind to buy such goods when he sees them displayed or his attention is called to them either by the clerk or by a show card, etc.

When goods are sold under a guarantee he will impress this on the buyer, but will see that he is not imposed on by goods being returned which have not had fair usage.

For instance, if an amateur Carpenter buys a chisel and nicks it by driving against a nail, he will take a firm stand in the matter and not recognize this as a fair claim. Also, if a buyer brings back a brush which has been soaked in water, or has the bristles injured by lime or other injurious substances, he will, if there is any doubt, submit it to the manufacturer, who will either show that there is no defect in the manufacture, or if there is any defect he will promptly make good in the matter.

By attention to such details he will make himself invaluable to his employers and pave the way for the time when he can have a business of his own.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

Weekly Paint Markets

MONTREAL

MONTREAL, Nov, 10—Further advanced quotations on turpentine offer the feature of the paint markets this week. The tone of this product continues on a strong basis, and current quotations in some quarters locally are again higher than those given in the report. Those quoting $1.15 a gallon anticipate higher prices with the continuance of the present undertone. Linseed oil has also improved in the last few days, although current quotations locally remain on former levels.

Window glass is little changed, still selling at net list. The shortage on the local market is relieved by the arrival of a shipment from Belgium that will meet requirements in the meantime. Stocks of some of the better selling cuts are at a very low ebb, but this is overcome by substituting the next larger size. Dealers are still hopeful that they will pull through without any serious shortage.

Putty and white lead in oil are now a little quieter, the season advancing to the usual quiet period for these products. The market tone on both products remains fairly steady to firm.

LINSEED OIL FIRMER BUT PRICES HOLD

Montreal.

The tone of the linseed oil market has shown further improvement in the past few days, and although present quotations are holding, a continuance of the present undertone may increase oil prices in the near future. The gain of flaxseed is said to be in sympathy with other grains, which has improved considerably in recent weeks. Whether this betterment is only another phase of the fluctuations that have featured the market for some time, is problematic. Crushers too are facing a quiet period for the remainder of the year, and this may tend to hold prices from any marked advance due from seed conditions. The demand locally continues quiet with little improvement looked for till the close of the year. Following are existing quotations.

LINSEED OIL—

	Raw.	Boiled
1 to 2 barrel lots, per gal.	0 83	0 85
3 to 5 barrel lots, per gal.	0 81	0 83

Less barrels, add 10 cents per gallon.

PUTTY AND WHITE LEAD QUIETER

Montreal.

The season for putty and white lead in oil is now advancing to the quiet period. Corroders and distributors report business as slackening in the past week, and attribute the cause to the nearing holiday time. The movement of both products has continued very satisfac or during the late summer and fall months, and the market is now closing on a very steady to firm basis. Raw materials with their present tone do not indicate an easier tendency as likely to appear for some time at least, but next season's prices are yet considered problematic.

PUTTY—

Standard, per 100 lbs.	5-ton lots	1-ton lots.	Less
Bulk barrels, 800 lbs. .. .	4 00	4 50	4 75
Bulk drums, 100 lbs.	5 00	5 50	5 75
Do., or tins, loose, 25 lbs.	5 25	5 75	6 00
Drums or tins, cased, 25 lb.	6 00	6 50	6 75
1-lb. tins	8 75	9 25	9 50

Pure Linseed Oil Putty, $1.50 per 100 lbs. ad-

GLASS SHORTAGE RELIEVED BY SHIPMENT

Montreal.

The arrival of a shipment of Belgian glass now relieves the local situation to an extent, and the anxiety on the part of distributors is lessened considerably. Although a shortage of some of the better selling sizes is still evident, it is felt the season will pass without any serious development. Supplying larger cuts for those now short will overcome the difficulty. Prices remain at Montreal net prices with no change thought likely till the active season closes.

TURPENTINE PRICES ARE ADVANCED THREE CENTS

Montreal.

Current quotations on turpentine are advanced three cents, bringing the gallon price to $1.15 in one barrel lots..

The firmer tone in the market continues, due to movements of the primary sources of supply. In some quarters locally prices are still higher than those quoted above, and with the continuance of the present situation on other markets, still higher prices are looked for. Much depends on the primary sources, as domestic stocks are in a low st-t because of the uncertainty of turpentine at this season.

Savannah markets do not report any further spurts such as occurred last week. Quotations are holding fairly well, and although a slight recession is recorded this is not considered of very long standing if the demand continues on its present showing. The following prices represent the average local values.

TURPENTINE—	Imp. gal.
1 barrel lots	$1 15
2 to 4 barrel lots	1 13
Broken lots	1 25

TORONTO

TORONTO, November 10.—Turpentine again features the current paint markets with further increased values appearing in many quarters. The extent of this advance is 3 cents per gallon; and demonstrates the continued basic strength in the primary turpentine markets. One prime factor for this is found in foreign shipments having surpassed expectations. Other reasons appear in the advent of the non-productive period, and the meagre stocks on hand generally.

Linseed oil prices again remain unchanged this week, but the gains in shellac gum continue to be directly reflected in the strong tone of the shellac markets. The prevailing tendency, at present is to higher prices on this product.

Window glass is described as very scarce in some quarters, this condition applying to double-diamond. Stocks are generally fairly low, and recent arrivals of Belgian and English glass have failed to relieve the situation to any great extent; these shipments not having been of sufficient quantity at this season.

SOME HIGHER QUOTATIONS APPEAR ON SHELLAC

Toronto.

The firm trend of the shellac markets continues in evidence. This strength is gaining in prominence, and some higher quotations on shellac have appeared in local market circles. The current price of $4.65 per gallon for white in barrels has risen to $4.90 in some quarters; while a similar advance of 25 cents is also noticed on Orange.

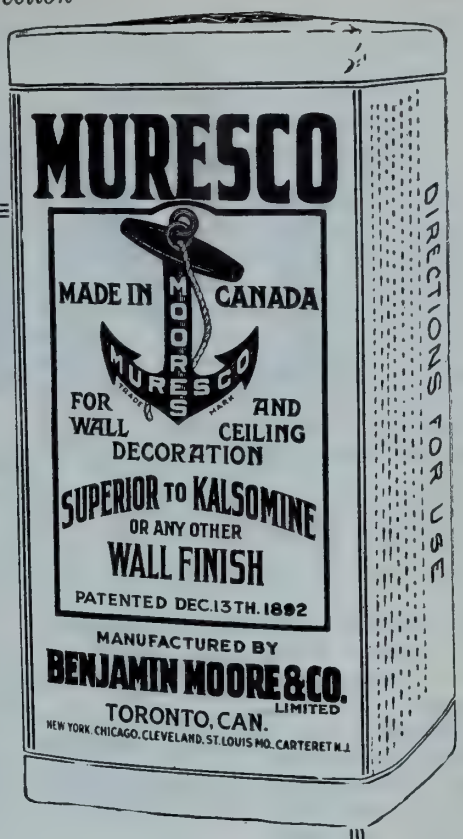
However, the higher levels are not general, although doubt is expressed as to how long quotations will be mantained under the existing strength of gum shellac on the primary markets. The scarcity of gum is pointed out as one of the prime factors in the current upward movement, while the Calcutta markets are said to be in a disturbed condition. As a consequence, distributors point out that there is not much shellac on hand at present; this condition applying to foreign, as well as domestic markets. Prevailing prices are contained in the paint market quotation page.

LINSEED OIL QUOTATIONS HOLDING UNCHANGED

Toronto.

Quotations on linseed oil remain unchanged at the levels of 87 cents for

(Continued on Page 60)



"Muresco

Creates a 'Homey' Feeling When Applied to Wall or Ceiling"

Muresco gives the most satisfying results in beautifying walls and ceilings; a soft, rich artistic finish of velvety texture.

To get the most effective decoration, a suitable brush is important. Its use enhances the appearance of the finished job. It is to the best interests of the consumer, the merchants, and ourselves, that a suitable brush be used.

This is a brush of absolutely pure Chinese Bristles. There is absolutely no horse hair used, or other hair of any kind. As can be seen, it is a broad, full, generous brush, suitable in every way to get the best results from Muresco with consequent satisfaction to all concerned.

"Quality Forever-Moore"

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Halifax Toronto Winnipeg

TORONTO PAINT MARKETS

(Continued from Page 58)

raw, and 90 cents for boiled in one and two barrel lots. Primary conditions in these markets show little signs of change, at present; the various fluctuations in flax seed prices not having directly affected oil quotations to the same ratio as previously. While the demand for linseed is still of a subdued nature, crushers are said to be firmly adhering to prevailing levels. Some increase of activity in these markets is looked for in the near future. Following are current quotations:

LINSEED OIL—

1 to 2 barrel lots, per gal.	0 87	0 90
3 to 4 barrel lots, per gal.	0 86	0 89
6 to 9 barrel lots, per gal. ...	0 84	0 87

Less barrels, add 15 cents per gallon.

TURPENTINE MARKETS RETAIN BASIC STRENGTH—SOME FURTHER INCREASES

Toronto.

Another 3-cent advance in turpentine prices has appeared on the local markets. This additional increase places the current price levels at $1.25 per gallon in one barrel lots.

While other distributors are still reported to be maintaining prices from 3 to 5 cents below this average, the low condition of stocks, and the fact that distributors have been relying upon current shipments to meet immediate requirements, has been a prime factor in almost minutely reflecting the various fluctuations apparent on the primary turpentine markets.

It is pointed out that the non-productive period is now at hand, and as a consequence the usual scarcity of fresh supplies is likely to develop. Present holdings, while of average volume, are stated as being in stronger demand for foreign export trade, with the result that the basic strength of turpentine is expected to be maintained. Under these circumstances, prevailing conditions lend themselves to firmness, with the likelihood of marked recessions being more remote. Following are the quotations on turpentine containing the recent 3-cent advance:

TURPENTINE	Imp. gal.
1 barrel lots	1 25
2 to 4 barrel lots	1 24
5 gallon lots	1 40

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton London, Brantford, Collingwood, Guelph, Windsor, or Montreal, but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots, 15 cents per gallon additional.

SHORTAGE IN DOUBLE-DIAMOND WINDOW GLASS

Toronto.

While ample supplies of some sizes of window glass are still noted to be conspicuous by their absence, yet the general situation is slightly improved as regards the quantity available to meet the seasonal demand now apparent. Further somewhat meagre shipments of Belgian glass have recently arrived, and these supplies coupled with the efforts of Canadian manufacturers, are stated as likely to cover the prevailing requirements. While the current month generally sees the full tide of the annual seasonal demand for window glass, yet it is pointed out that dealers are not stocking up heavily. Purchases are usually of small quantity, as merchants are buying for immediate requirements only; a principle which has now been adopted in many lines of trade. This factor consequently, tends to expand the period when the firm demand is evident.

The ability of Canadian manufacturers to meet current requirements of glass is generally considered to be a factor fast gaining in importance. Such operations may be expected to gain in prominence on the domestic markets in the future. In the meantime, the prevailing tendencies point towards firm prices on glass, and while no immediate indications to higher quotations have been made apparent, yet it is considered in some well-informed sources in the industry that in the event of any price changes developing, such revisions are likely to be in the upward direction.

PREVAILING LEVELS HOLD FOR WHITE LEAD IN OIL

Toronto.

Quotations on white lead in oil are holding unchanged at the new levels announced early in September, and authorities in the paint industry are mainly of the opinion that the prevailing prices are considered likely to remain for some time. The rise and fall of prices on pig lead in the primary markets, is not of paramount importance at this time, as it is pointed out that corroders are now entering the quiet period of the industry. In spite of the recent gains in pig lead, and the possibility of firmer prices in the future, supplies have already been contracted for when lead prices were generally considered well down to bottom. Also the fluctuations in linseed oil quotations are not the prime factor in the production costs of white lead in oil, which it is generally considered. The variation in the cost of one gallon of linseed oil is reflected in the price on every 100 lbs. of white lead, and under this proportion, it is pointed out that any gains that have recently developed in pig lead prices, might be offset by the present easier quotations on oil. However, dealers seem to be of the opinion that linseed oil prices will have again firmed up considerably by the time corroders feel the return of a better demand for white lead in oil. Following are the prevailing levels:

WHITE LEAD IN OIL—

Toronto.	Per 100 lbs.
In 5-ton lots	12 45
In 1-ton lots	13 20
Less quantities	13 55

CURRENT PAINT ACTIVITY UP TO EXPECTATIONS

Toronto.

The proportion of current business in the paint industry as a whole is being looked upon as satisfactory. This activity, while naturally falling away during the quiet period, is considered as holding up fairly well considerng existing trade conditions, and the fact that the Fall weather has not been as favorable to painting activities as usually expected. The receipt of spring bookings is conducive to a steady business in paint manufacturing and distributing circles, while retail reports indicate a fair volume of demand for indoor varnishes and paint products.

PITTSBURG MARKETS

(Continued from Page 53)

ting the old price, commonly by $2 a ton, but there are cases in which a cut price of $5 a ton has been quoted, which means the old price, the minimum before the September advance. Regular prices, shaded in some cases as indicated, are $2.25 for blue annealed, $3.00 for black and $4.00 for galvanized.

On the afternoon of November 3rd, the American Sheet and Tin Plate Company announced a reduction in its tin plate price from $5.25 to $4.75. Independents had been doing $5.00 and less for some time past, and the remarkable thing is that the Steel Corporation did not act on this cutting several weeks ago, for the corporation's general policy for months past has been to meet competition when important.

In tubular goods the shading of the lists of September 16th is slightly more pronounced, but the amount of the shading is small, except in line pipe. Bars shapes and plates show approximately as much irregularity as formerly, which means that there is no set price. Each mill has various prices according to the nature of the inquiry and the circumstances and every order of importance is competed for separately. The general average in bars, shapes and plates is about $1.60.

Pig Iron and Coke

The pig iron market has been extremely dull, and it looks as if consumers do not expect to need as much pig iron in the next couple months as was expected. That buying is being postponed on account of expected freight rate reductions is not altogether likely, since the buying has been of hand-to-mouth character in the past, and such buying could not well be postponed for such a problematical event as freight rate reductions. Prices are not quotably changed, but might be shaded if important inquiry arose. We still quote $20 for Bessemer, $19 for basic and $21 for foundry, f.o.b. valley furnaces, freight to Pittsburg being $1.96.

Connellsville coke is quotable a shade lower and is softer in general tone. We quote spot furnace at $3.25 to $3.35, contract furnace at $3.35 to $3.40 and spot foundry at $4.25 to $4.75.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings

DECOTINT is an ideal wall paint—artistic, easy to apply and entirely sanitary. It is the most satisfactory finish on the market for decorating all interior wall surfaces.

It will pay you to stock and recommend DECOTINT. Your customers will be quick to appreciate the superior advantages of this economical wall paint and, from among the twenty-two delicate DECOTINT colors, it will be an easy matter for the most critical among them to select the right combination for their particular problem.

Throughout the Spring months, a strong campaign of Consumer advertising will run in all important publications, circulating throughout Canada — Order your Spring supply of DECOTINT now and be one of those to reap the benefit of sales which this publicity is sure to create.

A CANADIAN PRODUCT

DECO-TINT PRODUCTS

HAT BRITE — The best hat enamel ever made.

METAL BRITE — The well-known Metal Polish.

DECO-WAX—The wax polish for floors, furniture, autos etc.

POLISH-OL—Auto and Furniture polish.

STOVE PIPE ENAMEL and SHOE HEEL ENAMEL

THE DECO-TINT COMPANY

897 CENTRE STREET

MONTREAL

Registered

Floglaze

"The finish that endures"

The seven profit producers are:

Home and Farm Finishes
Porch and Veranda Floors
Lac Shades
Art Shades
Velvet Finishes
Exterior Finishes
Auto Finishes

---big profit producers during the Indoor Months' painting season.

"Save the surface and you save all" *Paint & Varnish*

Registered
Floglaze
"The finish that endures"

--gets women's trade

--60% to 80% of domestic Paint Buyers are women.

Over sixty per cent. of domestic paint sales can be directly traced to women.

Don't neglect the women's paint and varnish trade. Encourage it. Seek it. It is already a big factor in the paint business. It can be made a bigger profit producer.

Floglaze, "the finish that endures," appeals to the women's taste and desire for a better and brighter home. There's a Floglaze shade for every domestic surface. The Home and Farm shades for almost every inside surface. Porch and Veranda shades for interior or exterior floors. Lac shades for finishing and refinishing furniture, woodwork or floors. Art shades for furniture and woodwork. Velvet Finish, a semi-gloss finish for any surface, especially walls. Exterior Finish, an unusually high-gloss finish for Exterior surfaces and Auto Finishes for the car.

If you haven't sought the women's trade in your paint department, or feel that you would like to extend it further, write us for our complete Floglaze proposition.

THE IMPERIAL VARNISH & COLOR CO. LIMITED
HEAD OFFICE TORONTO CANADA
MONTREAL WINNIPEG VANCOUVER

Distributors for British Columbia.
The Callander Shore Co., Ltd.
155 Pender Street West
Vancouver, B. C.

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
THE BIG WINNIPEG HOUSE

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal, Que.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...$0 50 Group 3 .$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6... 2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 7½ per cent.

Gilmour Eye Augers, add 5%.

Irwin auger bits, list plus 5%.

Irwin car bits, discount 5% off.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Canada (glass)	9 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts, ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

[illegible] add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS Base

Sheets, base, Montreal	0 25
Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto	0 20
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel ... $4 00

Less car lots—

Per bbl., f.o.b. yard ... $4.75

Per bbl, delivered ... 5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58

F.O.B. Montreal, Toronto

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Discount of 10 per cent. f. o. b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set ... $1 14

COIL CHAIN

	Fireweld Proof	B.B B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Proof	Weld [illegible]
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 5[illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net list; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	1 85
No. 121	2 00
	2 65

CATTLE—

98	2 40
100	3 35

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 26
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 28
Plain Tinned, 16 oz. and heavier, lb.	0 37	0 35
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 40
Tubing, lb.	0 24	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 3 to 8 lbs., 35 cents f.o.b. Toronto and Hamilton

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS— Doz.

Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank.

List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

Continued next page.

SHOT

SHEET LEAD
LEAD PIPE
BABBITT-SOLDER
NAILS-BALE TIES

WE ARE LIVE METAL MEN

Low price. High quality. Immediate shipment

THE CANADA METAL CO., LTD.
TORONTO

Hamilton Montreal Winnipeg Vancouver

The Early "Skate" Bird

JUST as the early bird gets the big, fat worms, so does the dealer who goes after the skate business early get the big hockey club orders.

Have you placed C. C. M. Automobile Skates in your show cases?

The earlier you make an attractive window display of skates the better. It reminds people that you are headquarters for C. C. M. Automobile Skates. The effect is bound to be noticed when they are ready to buy.

Why not run some skate advertising of your own to tie up with ours?

Canada Cycle & Motor Company, Limited

Montreal Toronto WESTON, Ont. Winnipeg Vancouver

MAKERS OF

C·C·M· *Automobile Skates*

C.C.M. "Bob Skates" and C.C.M. "Perfection" Ankle Supports

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
n fittings	20%	25%
Malleable bushings	30%	28%
bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid		28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk. Montreal	Galv.
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
	0 55	0 68
B	0 23	0 88
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face	$5 25
Two-inch and over	4 50

40 to 80 lbs. weight.

Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

	Per Doz.
Dodson	$4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over ... $14 40

HAMMERS, MACHINIST

No. 30, 1-lb.	$10 20
No. 30, 1¼-lb.	11 00

Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00
	Per Doz
No. 3	$10 25
No. 4	11 25

HATCHETS, SHINGLING

No. 1	$10 25
No. 2	11 25

HATCHETS. BARRELLING

Nos. 50, 60	$15 75

HATCHETS. CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	$12 00
Heatray Heater	14 00

Discount 22%-33%, according to quantity.

Majestic, 1 Burner	$11 00
Do., 2 Burner	16 00

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. Doz. sets.
Clark's No. 1. ... $2 22

HINGES, SPRING

No. 200 and No. 20, per gross	25 00
Ajax Floor No. 3111, per set	1 85

Reliance Door No. 270.

Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub ... $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4. per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corugated, ½ in., 100 ft.	$16 00
Do., ⅝ in., 100 ft.	18 00
Do., ¾ in., 100 ft.	21 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96	21 per lb.
48 x 96	21c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set	$1 90
Potts, nckel plated, per set	1 95
Potts handles, japd., grs.	20 75
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders

20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd	$12 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine rubq.	5 40 doz.

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	3 50

F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
	List each
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MATTOCKS—

Cutter, doz.	$11 50
Pick, doz.	11 30

F.o.b. Montreal, Toronto, London. Hamilton

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS— Doz. net.

Liquid Veneer		$20 00
O-Cedar, less handle		14 00
Do., with handle		16 00
S. W. Mops, complete		4 75
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 25
Crank wringing	7 00	9 00
Smarts'		4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London, Hamilton, Milton, Toronto $4.25 base.
Owen Sound or Collingwood, $4.25 base.
F.o.b., Montreal, $4.25 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.
Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

RAMSAY'S

Anti-Freeze

Harmless to rubber and will not clog the cooling system

Good displays in your windows and around the store will serve to remind passing and visiting motorists. It is easy and profitable to turn the conversation to winter protection for the motorist.

Every Motorist Needs Winter Protection

The annoyance and trouble caused by cold engines in freezing weather is a matter of sore experience and recollection to every man who owns or drives an auto.

You Can Sell Every Auto Man

Keep Ramsay's Anti-Freeze before them. Send your orders to us now and be prepared before the opportunity for sales has partly passed. Orders sent too late mean business and profits lost. Why not write today?

A. RAMSAY & SON COMPANY

The All-Canadian Manufacturers of Paint and Varnish Since 1842

MONTREAL

TORONTO
49 Colborne Street
Edmonton District Distributors
Revillon Wholesale, Limited, Edmonton.

WINNIPEG
123 Bannatyne Ave., East
Nova Scotia Distributors:
James Simmonds, Limited, Halifax, N. S.

VANCOUVER
167 Pender St. West
Calgary District Distributors:
The McDonald-Baker Co. 818 8th Ave. W., Calgary.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand
Capewell— Per 25-lb. box

No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 80
18 inch	5 50	48 inch	14 30
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod
1848 ... 0 80
2060 ... 0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll ... 5 50
36-inch, per roll ... 7 15
48-inch, per roll ... 8 35
60-inch, per roll ... 9 85
72-inch, per roll ... 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings

OAKUM—
Special No. 1 ... $17 00
Plumbers' ... 7 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. ... 0 20
Palacine, gal. ... 0 23
Gasoline, net, gal. ... 0 32½
Above prices net.

Gallon
Black oil (summer) ... 0 21.1
Black oil (winter) ... 0 21.6
Capital, cylinder ... 0 78.1
Mach. oil, reg. grades ... 0 46.6
Imperial gas engine oil ... 0 59.1
Paraffine ... 0 22.5

List, less 15% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy ... $1.10
List less 15 per cent.
Polarine, per gal, list ... 1.15
Polarine, medium, list ... 1.15
Polarine, heavy, list ... 1.15
Polarine, ex-heavy, list ... 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic ... 1 45
Gargoyle Mobiloil, B ... 1 70
Gargoyle Mobiloil, BB ... 1 70
Gargoyle Mobiloil, A ... 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net ... 0.11.60
Do., tank wagons, net ... 0.10.60
Do., tank cars, net ... 0.09.60
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute ... $0 17
Coarse jute ... 0 18
Hemp ... 0 36
Square braided hemp ... 0 38
No. 1 Italian ... 0 44
No. 2 Italian ... 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anch	$1 35	1 35
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 45	1 45
No. 2	1 00	1 00
Elephant Brand, tarred, No. 2	1 00	1 00
Sprprise Fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 90
Cyclone, dry	1 35	1 35
Do., tarred	1 45	1 45
Joliette Sheathing	0 70	0 70
Do., tarred	1 00	1 00

Per 100 lbs.
Monarch Sheathing, white ... 5 75
Do., gray ... 4 75
Straw sheathing, heavy dry ... 3 50
Red Star heavy tarred straw ... 3 80
Imp. White Sheathing ... 5 75
Imp. Grey Sheathing ... 4 75
Scythe Brand dry straw ... 3 50
Spruce Sheathing, 36" and 72" wide ... 7 25
Asbestos Sheathing ... 10 00
Carpet felt ... 3 90
Tarred felt, 7, 10 and 16 oz ... 4 00
F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast
In barrels, 250 lbs., lb. ... 0 14
Barrels of 5 lbs., cotton bags, lb. ... 0 15
In kegs, 125 lbs., lb. ... 0 16
In 50-lb. boxes, lb. ... 0 18
In 25-lb. boxes, lb. ... 0 19

Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb. ... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) ... $2 25
4 gross (cartons), 4 in. ... 2 25
Spring, 2 grs. box ... 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921

Standard Butterweld Pipe S-C.
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list. $18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list. 29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 60|10 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. ... 25%
4 in. ... 30%
5, 6 in. ... 30%
8 inch ... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ... 40-10%
8 in. ... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. ... $18 25
Navy pitch, per bbl. ... 6 50
Coal tar pitch, per cwt. ... 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz. ... $18 20
Triumph, doz. ... 11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box ... $17 50
20x28xIC,112s, box ... 18 00
20x28 IX, 112s, box ... 20 00
20x28 IXX, 56s, box ... 11 25
20x28 IXXX, 56s, box ... 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s ... $14 00
IXX, 20 x 28, 56s ... 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets ... $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles ... 2 40
12-oz bottles ... 4 80
1-qt. can ... 12 00
½-gal. cans ... 20 00
1-gal. cans ... 28 00
Net.

Liquid Veneer— Doz. Net
4-oz. ... $2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 34
128-oz., each ... 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—
No. 58 jap'd ... $4 35
No. 158, galvanized ... 4 45
No. 59 jap'd ... 4 45
No. 159, galvanized ... 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton. London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.
Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.
Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.
Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.
F.o.b. Montreal, Toronto, London.

ROOFING.
Toronto
Samson, 1 ply, roll ... $ 2 65
Samson, 2 ply, roll ... 3 10
Samson, 3 ply, roll ... 3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	[illegible]
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal. ... 0 60
In ½ bbls., per gal. ... 0 65
In 5s and 10s ... 0 70
1 gal. cans, per doz. ... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis ... 0 23
Beaver Manila basis ... 0 19
New Zealand hemp basis 0 19
Sisal basis ... 0 17

Above quotations are basis prices, ⅝ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis.. 0 17
Double lathe yarn ... 0 17½
Yacht marline, tarred ... 57
Halyards ... 50
Beaver Halyards, wht. pol, ¾ in. basis ... 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline ... 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application
Cotton, ⅛ in. ... 0 51
Do., 5-32 in. ... 0 50
Do., 3-16 in. ... 0 47
Do., ¼ in. and up ... 0 45
F.o.b. Toronto, Montreal, London Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.
F.o.b. Montreal and Toronto.

SCALES

Champion List Net
4 lb. ... $ 6 60
10 lb. ... 8 65
240 lb. ... 12 65
600 lb. ... 35 80
1200 lb. ... 43 00
2000 lb. ... 57 10
2000 lb. drop lever ... 64 75

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright ... 77½%
Wood R.H., bright ... 75%
Wood, O.H., bright ... 75%
Wood, F.H., brass ... 70%
Wood, R.H., brass ... 67½%
Wood, O.H., brass ... 67½%
Wood, F.H., bronze ... 65%
Wood, R.R., bronze ... 62½%
Wood, O.H., bronze ... 62½%
Square cap ... 40%
Hexagon cap ... 40%
Set Screws ... 45%

SCREWS, IRON BENCH, No. 14

1 in. ... $11 25
1⅛ in. ... 13 50
1¼ in. ... 15 65

SCYTHES Doz.
Cast steel ... 15 00
Golden Clipper ... 16 00
Little Giant ... 17 00
Bush ... 16 00

SNATHS Doz.
00 Patent ... $17 50
1 loop ... 16 80
2 loops ... 15 80
3 loops ... 14 70
Bush ... 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

Household Brushes
MEAKINS

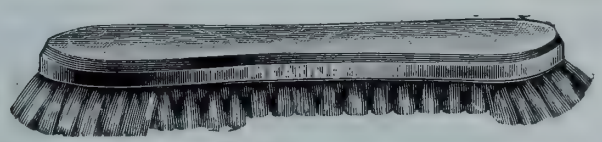
In the keen air of fall and winter people hurry past your windows. A telling display of Meakins Brushes will stop them and lead them in.

Household Brushes in Fall and Winter suggest the dust and dirt that accompany grates, fireplaces, stoves and hot-air furnaces. Meakins Household Brushes are needed and bought.

The new Meakins Catalogue for 1922 with the lower prices shows all the Meakins line.

MEAKINS & SONS
Limited
Hamilton, Ontario

Warehouses:
Winnipeg London Toronto
Montreal Vancouver
Pilkington Bros. Calgary, Alta.



If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

..OUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 70, each, net 6 00
Detroit Glass Front Oven,
No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....**Plus 10%**
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun. No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge, Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival, Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of **Wares.**

TOASTERS, ELECTRIC
Universal 7 90
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe Findings—List adopted October 10, 1921.
F.O.B. Toronto. Hamilton. Montreal and London.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1.... 6 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 40
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto.

Penberthy Brass Valves
Gate Valves 15%
Regrinding Valves 10%
Swing Check Valves....... 5%
Compodisk Valves 10%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond. list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list. plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list. plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London. Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18 00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2¼ in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs.	.$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs. . .	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs. .	.2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 71
Light Garden, doz........... 85 00
F.O.B. Montreal. Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra. $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 18 60
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London. Hamilton or St. Marys.

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG

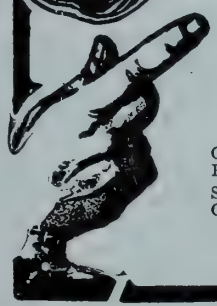
For sale by Leading Wholesale Houses.

Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

GERMANTOWN
LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.
Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ... 0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING— per gal.
Ad-el-ite, white $4 25
Ad-el-ite, tints 4 00

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralie 5 95
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Sunshine, white 7 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 5 00
Invincible 6 00
Hillcrest 7 00
Amelite A. & E. 8 40
Adelite, A. & E. 6 15
Floglaze 5 00

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .-50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per
Maritime differential 50c per 100 lbs. over Montreal.
100 lbs.
Montreal Toronto
Anchor, pure 12 75 13 20
Champion, pure 12 75 13 20
Crown Diamond, pure12 75 13 20
Green Seal 12 75 13 20
I.V. Perfection 12 75 13 20
Ramsay's pure 12 75 13 20
Moore's pure 12 75 13 20
Tiger, pure 12 75 13 20
O.P.W., Dec., pure .. 12 75 13 20
Elephant Genuine .. 13 25 13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barels, per gal. ..... $ 0 60
Half-barels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white| 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 85
O.P.W. Flat Wall, colors.... 3 75
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 4 45
Maple Leaf, colors 4 10
Maple Leaf, floor 3 95
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. & E. Adelite, white 3 85
Do., colors 4 10
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint— Mont. Tor.
Barrels, per gal..... 0 80 0 80
Half-barrels, per gal. 0 85 0 85
5s and 10s, per gal... 0 95 0 95
1s, per case, doz. .. 12 00 10 50
Everjet Black Enamel—
Crates 2 doz., 8 oz.. $1 45 $1 45
Crates 12 doz., 8 oz. 1 40 1 40
1-gal. cans, gal ... 1 50 1 50
5-10 gal. cans, gal... 1 35 1 35
Barrels-half bbls., gal 1 25 1 25
Carbesota Liquid Creosote Oil—
Barrels 0 60 0 60
Half barrels 0 65 0 65
5s and 10s, gal ... 0 75 0 95
1s (case 12 gals.)... 8 50 9 50
H. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC Pure White. Pure Orange.
Per Gal.
In bbls. 4 65 4 15
Gal. jugs 5 00 4 50
F.o.b. Toronto, London, Montreal.

SHINGLE STAINS
Ord. Colors. Greens
B.-H. Anchor 1 40 1 60
M.L. Creosot 1 40 1 60
Soligum 1 25 1 60
Martin Senours .. 1 40 1 60
Elastica 1 40 1 60
Hillcrest 1 40 1 60
"C.D." Shingle Stain 1 20 1 40
Canada Paint, ... 1 75 2 00

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 60
O.P.W. Presto 3 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Blastilite 3 85
Granitine Floor Finish 3 95
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica. No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 00
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L. No. 61 ..... 5 00
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 4 40
Quick Action House 2 65
Rexspar 6 00
Scar-Not 5 13
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing.. 4 85
Kyanize Interior and Floor.. 4 85
Luxeberry light 4 72
Luxeberry granite 4 90
Luxeberry spar 5 02
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 00
"C.D. Big 4" Exterior..... 5 00
"C.D. Big 4" Interior..... 4 50
"C.D. Big 4" Floor 4 40
C. D. General Purpose 4 15
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite 4 00
Adelite, No. 103, Floor 4 56
Adelite, No. 105, Flat 4 56
Adelite, No. 100, Spar 6 00
F.o.b. Montreal, Toronto

WATER PAINTS
Rockface, bbls., 250 lb. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)
Frescota $7 50 8 50
5-lb. pkgs. White. Colors.
Decotint 9 00 9 00
Coralite 9 00 9 00
Perfecto 8 50 9 50
Solpar 0 40
C. D. Wall Coating, white... 8 75
Do., colors 9 25

Hygienis Kalsomine. per 100 lbs.
White Tints.
300 lb. bbls. $8 00 $9 00
100 lb. kegs, ... 9 00 10 00
Cases, of 25 pkts .. 10 50 12 00

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . ..0 09

Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 40
Anchor 0 38
O.P.W. Lion Brand 0 50
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 60
Champion white 0 50
Ad-el-ite paste 0 40
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls 3 20

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.55
F.o.b. Montreal, Toronto, London.

TINKER TOM'S TALKS.

No. 338

The Best Sheets to Use for Furnace Pipes

One of the hardest tests for a galvanized sheet is to use it to hook up the furnace to the flue.

Corrosion takes an awful wallop under these conditions—the smoke, soot and acid vapors all accelerated by heat.

Now the PEACE HEATING COMPANY of Toronto, mindful of their good reputation adopted for such work the best sheet ever made by man.

GALVANIZED

GALVANIZED IN CANADA
HAMILTON
TONCAN
METAL
DOMINION SHEET METAL CORPN. LTD.

SHEETS

and if you want the good jobs at your own price you'll do the same.

Ask your jobber for price—it's not much more than plain steel.

Write us for TONCAN METAL estimating book and TEXT-BOOK on corrosion.

Both valuable and both free.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN
PREMIER
CANADA
HAMILTON. CANADA.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$23 50	.....	.....
32 Short ...	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 80/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices.
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under

Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.
The "double' 'list is just twice the

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE
30-gal., each ....$ 10 00

BOLTS—
Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll
16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each
Stewart, No. 1 ....$10 88
Hand, Newmarket 3 69

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.
50 foot, 19 g. $4 40
100 foot, 19 g. 7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 .. .. 0 58 lb.

DRILLS
See Eastern list.
Bit stock discount 40%
Blacksmiths' ½ inch shank...35%
Straight shank 35%
Do., wire 25%
Taper shank 25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.
Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

FILES
Globe ... ... Discount 60%
Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable
Class A 55%
Class B and C, off new list. 65%
Bushings 20%
Unions, "Dart"—
¼ to 2-in. ... ... .29% off
⅛, 2½, 3½ and 4-in. . 15% off
Nipples, 4 in. and under 45%

FRY PANS Each
Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
60 per cent.

GLOBES, LANTERN Doz
Cold Blast .... $ 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE
Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 3 .... 1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs...........	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN
½ in. 9 75
⅝ in. 12 00
¾ in. 13 00

IRON GALVANIZED
Premier; Apoll oand "Fleur de Lis"

10¾ oz. or 28 Eng....	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.
Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70
Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY
Heath's $17 50
Lightning 17 50

LADDERS, STEP
Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION
20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS
Cold Blast

No. 2 Japaned	13 50
No. 2, Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $13.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick, $14.25; cutter, $14.25.

MOPS
O-Cedar, No. 1 .... $16 00
O-Cedar, No. 3 .... 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$ 10 50		$11 00
Empress	12 50		13 25
Daisy		7 75	8 00
Star		7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots **all styles, 1c less than above.**

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 22
Gasoline	0 36½
White Rose Gasoline	0 39½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 00
Capital cylinder	0 83½
Castor machine	0 49½
Imperial gas engine	0 66
Discount 10%.	
Poolarine	1 15
Polarine A	1 15
Polarine heavy	1 15
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	0 12
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Welvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	2 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	9º 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $365 each! No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%: flat head, 67½%; oval head, 65%: round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H.. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4. $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12: crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼. ⅝ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow.

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Coton, 4-ply, cones	0 48
Coton, 4-ply, balls	0 52

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus 37½%.

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	13 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $7.80; No. 12 $8.05; coil spring, plain, Winnipeg, No. 9, $6.30; No. 12, $6.50.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$ 9 00
8-inch	10 80
10-inch	12 60
12-inch	16 20
15-inch	21 60

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

Always Ready	Dozen — Black	Dozen — N. P.
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	76 50
Regent	60 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

"DURO"
ALUMINUM WARE
99% PURE

No. 1700 Oval Roaster, Seamless, 18¼ in. long.

No. 175 Roaster, 12 in. diameter.

This is one of the dependable, saleable lines that Ashdown's put before the trade for Christmas selling. We need hardly enlarge on the sales and profits that "Duro" brings.

Tea-Kettle

Cover, 5½ in. over all, dome-shaped with ebonized knob. Handle, flat steel, heavily retinned, with ebonized wood grip. Ears have notched handle rest to prevent handle from contact with kettle and becoming hot. Handle will stand erect when desired. Opening at end of spout large enough to fill from faucet without removing cover. Spouts are welded to the body.

For Christmas Trade

Sauce-Pan

Cool Steel Handles, heavily retinned, attached to pan with three rivets, which are not countersunk, and grip the utensil firmly and securely. Closely turned bead, to prevent dirt and grease from entering. Raised bottom centres to avoid burning and prevent warping. Polished finish. Inside X-Ray Finish. Inset cover.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS — MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

SHIP YOUR GOODS TO THE WELL-KNOWN FIRM OF H. L. PERRY CO., LIMITED, STORAGE (FREE and BOND) DISTRIBUTING AND ASSEMBLING OF POOL CARS OUR SPECIALTY.

Commission Department

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of departments offers a service that is unique.

THE H. L. PERRY CO. LTD.

214 Princess St. - Winnipeg

O-Rib-O

Round Coal Chute

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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John Oakey & Co., Ltd., London, Eng.

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Stanley Rule & Level Co., New Britain, Conn.
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CLOTHES RACKS
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J. H. Williams & Co., Ltd., St. Catharines, Ont.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

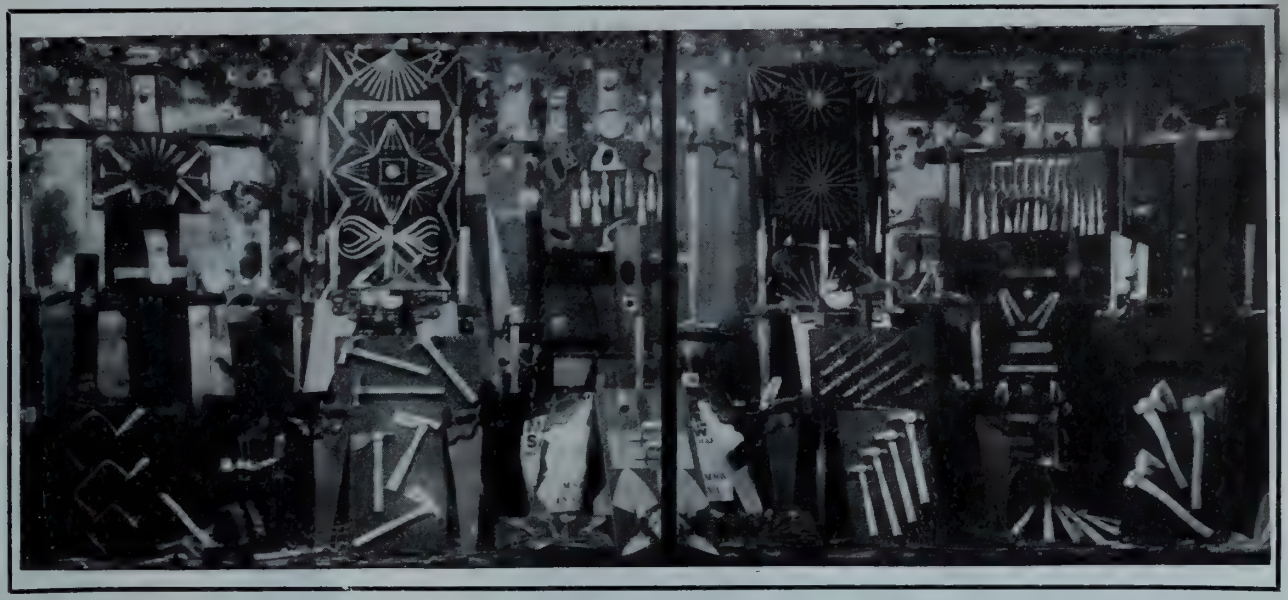
GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

GREASE AND OIL CUPS



Should Retailers Display Your Goods?

Do You Set a Good Example?

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

HARDWARE AND METAL

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143 University Avenue, Toronto, Canada

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THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Cobourg, Ont.
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co., of Canada, Limited. Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co. of Canada, Toronto. Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont
F. W. Lamplough & Co., Montreal, Que.
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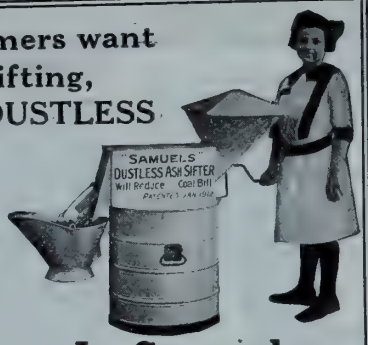

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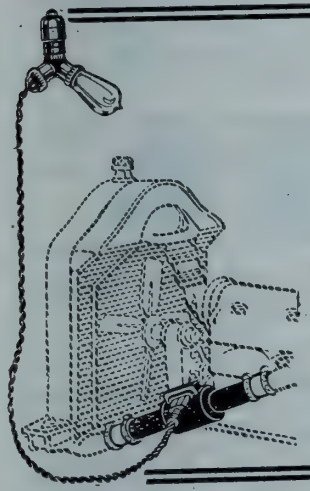

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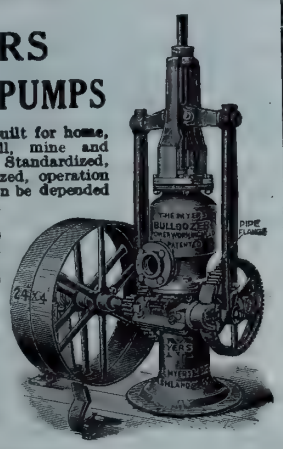

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L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

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Toronto.

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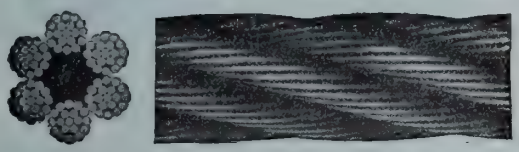

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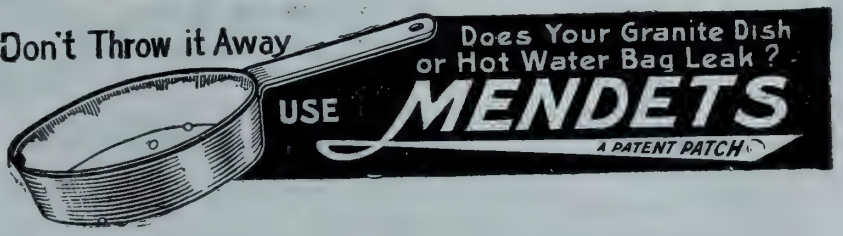

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THE BUYERS' GUIDE

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Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
The Canadian Hart Products Ltd., Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto,
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, On
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TAPS
Butterfield & Co., Rock Island, Que.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

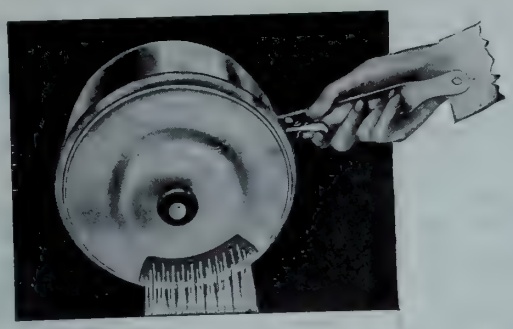
TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIES, COW
B. Greening Wire Co., Limited, Hamilton, Ont.

TIN PLATES
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.



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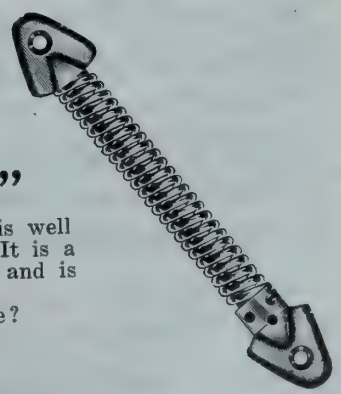

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Send for Catalogue 36

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Brown-Boggs Co., Hamilton, Ont.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The American Flyer Mfg. Co., Ltd., Chicago, Ill.
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAINS, TOY
The American Flyer Mfg. Co., Ltd., Chicago, Ill.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
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The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
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Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

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The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
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The Slade Mfg. Co., Limited, Owen Sound, Ont.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
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McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
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Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

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WIRE, TINNED
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The Imperial Steel & Wire Co., Limited, Collingwood, Ont.

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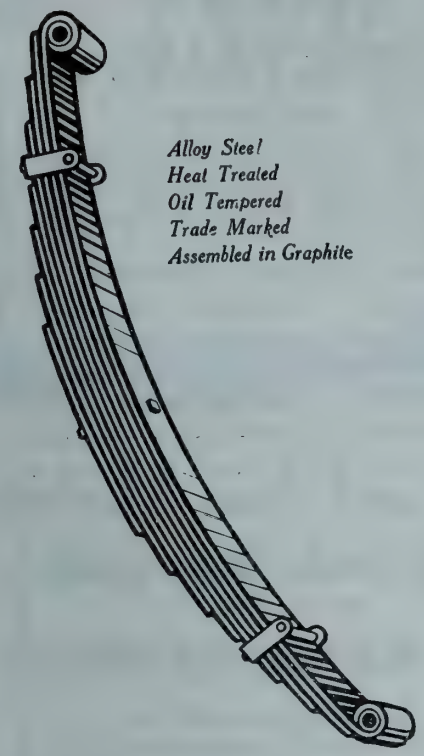

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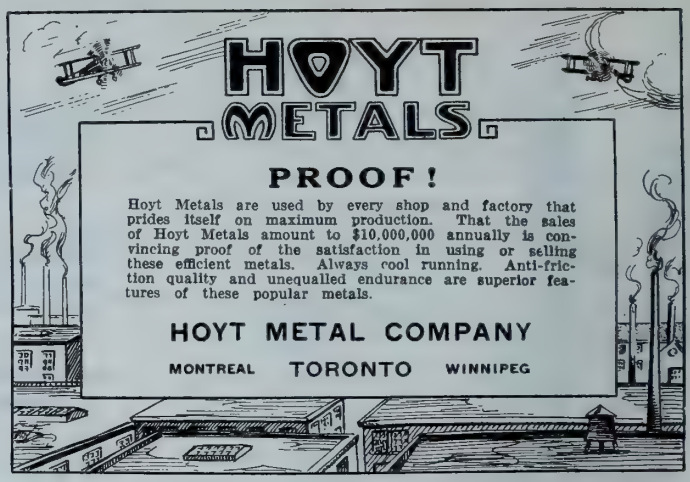

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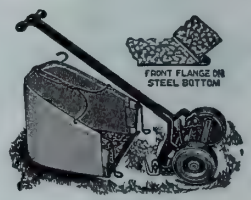

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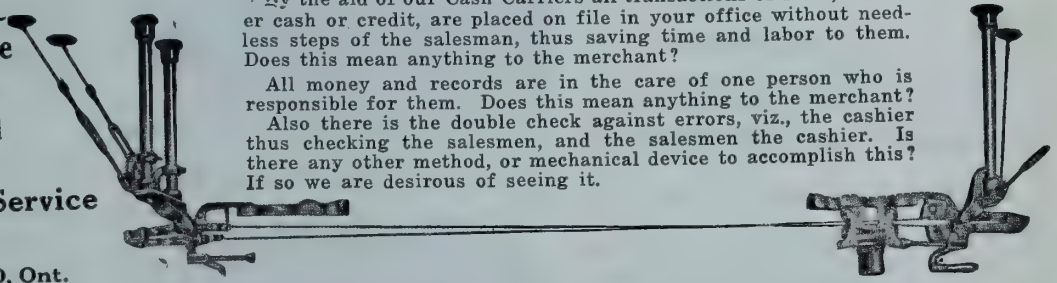

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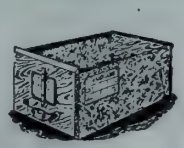

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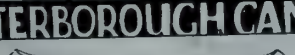

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AN IMPROVED

CARPENTER'S & WOODWORKER'S TOOL

NEW NO. 65

A Popular Priced, Accurate, Durable, Well Designed Tool

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

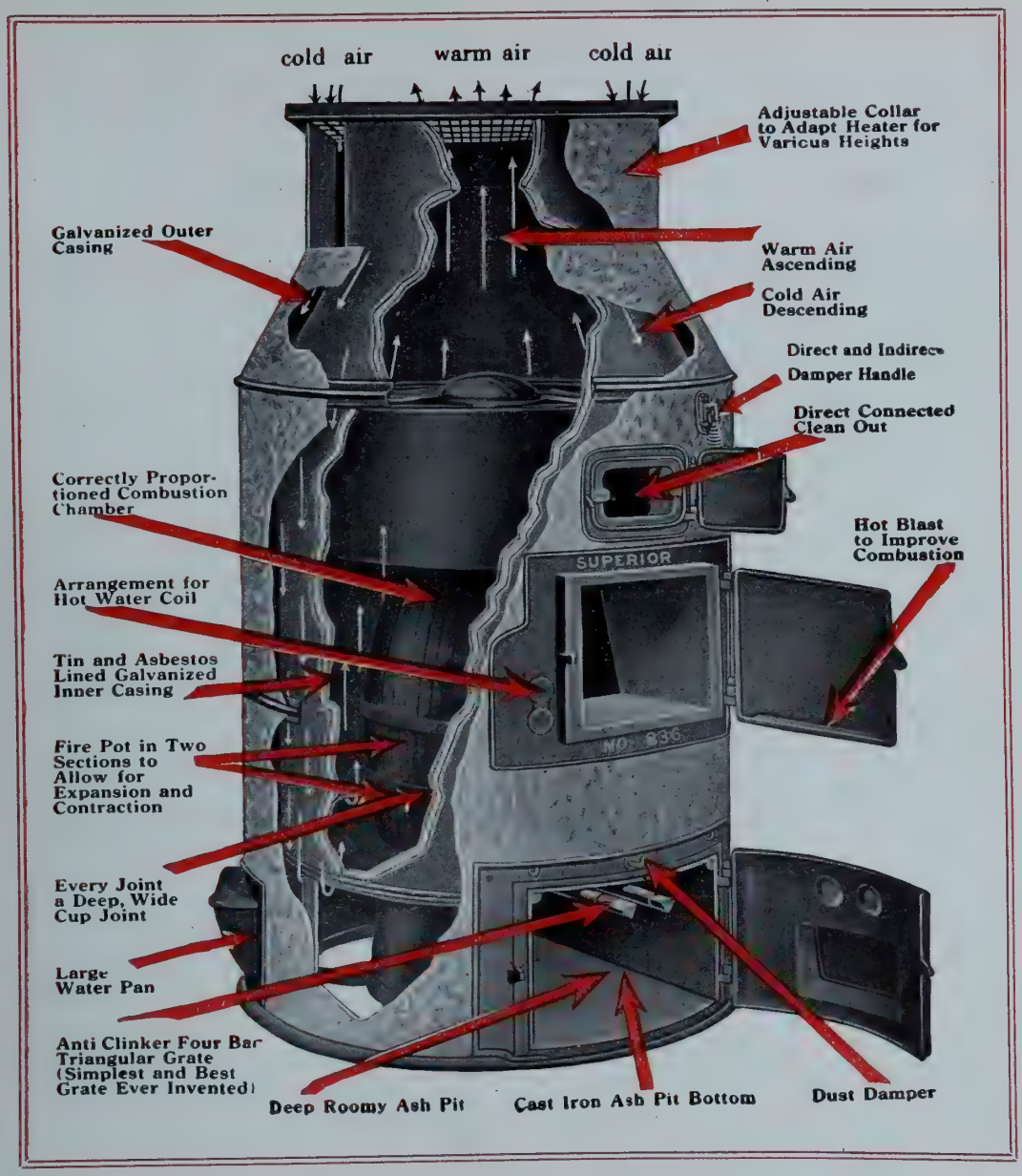
Combines in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



More Installations in the Same Time--- That's More Turnovers of Your Capital!

The Pilot Superior Pipeless is very simple to install. There is only one hole to be cut in the floor for the insertion of the register. No time is required for all the fussy, messy, tinsmith work of installing the bewildering tangle of pipes.

A good mechanic can put in the Pilot Superior, on the same day it is sold. And that's a pulling point with consumers, sale, installation and enjoyment of the Pilot without delay.

The Hall Zryd Foundry Co., Limited

Western Branch: Post Office Box 687, Winnipeg, Manitoba

Manufacturers of Pilot Stoves, Ranges and Furnaces

Hespeler - Ontario

BROWN & SHARPE MACHINISTS' TOOLS

bring a pleasant thought of your store through their unequalled satisfactory service—these superior tools establish good customers for your entire line of merchandise.

BROWN & SHARPE MFG. CO.

PROVIDENCE, R. I., U. S. A.

B·S

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 47 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA | November 19, 1921

TRADE ELASTICA MARK.

For Any and Every Requirement of the Paint Buying Public

In the matter of Paint and Varnish sales it means a good deal to have a complete line on your shelves, a line which enables you to meet every customer's requirement in Paint, Varnish, Stain or Enamel.

The Elastica group includes a Paint, a Varnish, a Stain or an enamel for every need—made for the purpose, made to wear and made to satisfy.

THE COMPLETE LINE

This completeness coupled with sales-producing publicity and intelligent dealer selling helps make the Elastica Agency offer a proposition of unusual possibilities.

May we send you all particulars? We believe you will be interested and of course you incur no obligation when you investigate.

"Save the surface and you save all" Paint & Varnish

INTERNATIONAL VARNISH CO. LTD.

Montreal Winnipeg TORONTO Halifax Vancouver

WHEN THE MECHANIC PUTS

BROWN & SHARPE
Machinists' Tools

to use, there is always the certainty that his anticipations will be surpassed. There is an equal certainty that as a satisfied customer he will be impressd by the reliability of your store and will incidentally return for other goods you carry.

Stock Brown and Sharpe Tools

BROWN & SHARPE MFG. CO.
PROVIDENCE, R. I., U. S. A.

"We Protect the Dealer"

OVER WEIGHT

Samson Roofing is Supplied in Three Weights, 'Medium,' 'Heavy,' and 'Extra Heavy.' The rolls average 42 lbs., 52 lbs., and 62 lbs., respectively.

An increase of seven pounds over the usual standard.

H. S. Howland, Sons & Co., Limited, Toronto

SAMSON ROOFING

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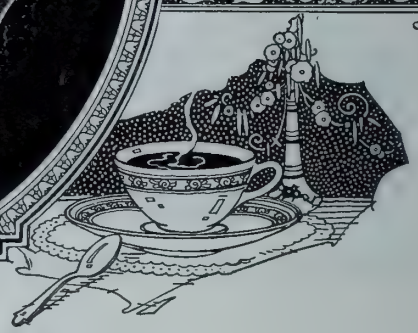
UNIVERSAL

Universal Aluminum Percolator, No. 476

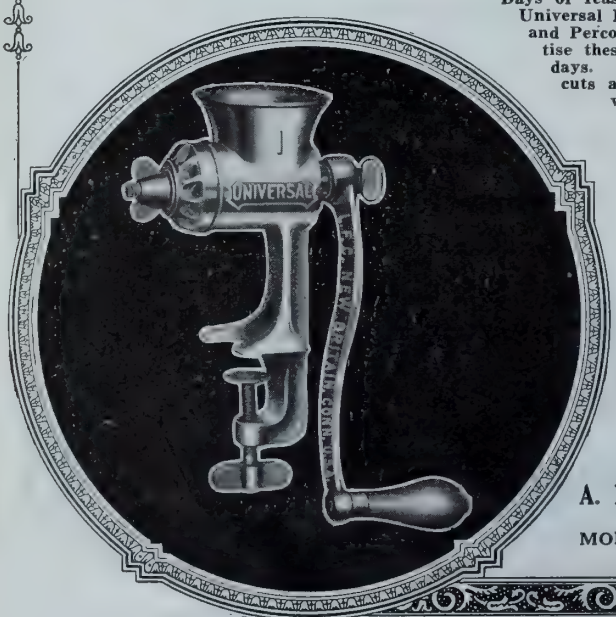


MONEY MAKERS FOR THE DEALER
MONEY SAVERS FOR THE HOUSEWIFE

ECONOMY is always a virtue but with most people it is a necessity. The thrifty housewife is stewardess of the family budget. She is ready to buy anything that saves something. Devices that effect saving on food bills are as welcome to her as a fresh egg. The Universal Aluminum Percolator, Food Chopper and Bread Maker are a trio of thrift and economy in the home.

Bigger loaves of better bread at less cost and with less work; money saved by chopping scraps of food for appetizing dishes; coffee cost reduced by using less coffee in the percolator for a better drink in the cup. These are savings that appeal to the housewife and speed sales of the UNIVERSAL Thrift Trio.

Days of feasting are days to feature the Universal Bread Maker, Food Chopper and Percolator. Display and advertise these goods during the holidays. Write for Newspaper cuts and other forms of advertising material.



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New Britain, Conn.

Canadian Representatives

A. MacFarlane & Co. Limited
MONTREAL, - QUEBEC

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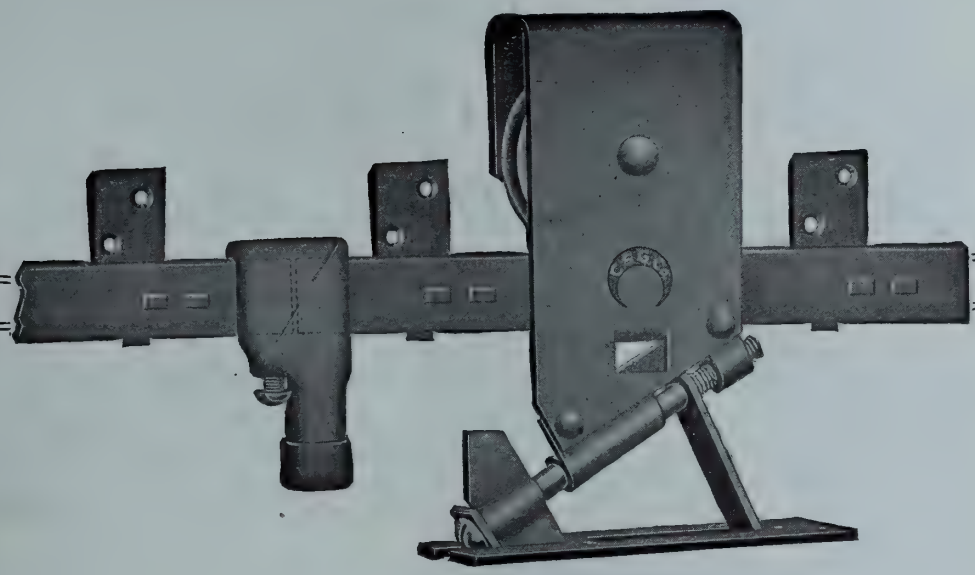
THE "SUPERIOR" Parlor Door Hanger



All That the Name Implies—"Superior"

This noiseless parlor door hanger has the simplest adjustment principle known. The adjustment screw is fully dependable and reliable—it always works.

This effective hanger is fitted with fibre wheels operating on case-hardened roller bearings. The bumpers are specially manufactured, they are bound with rubber of extra heavy thickness.

They are packed complete with screw, stops, and guides; 14 feet of track with double sets; 8 feet of track with single sets.

Canada Steel Goods Co.

Limited

Hamilton - Canada

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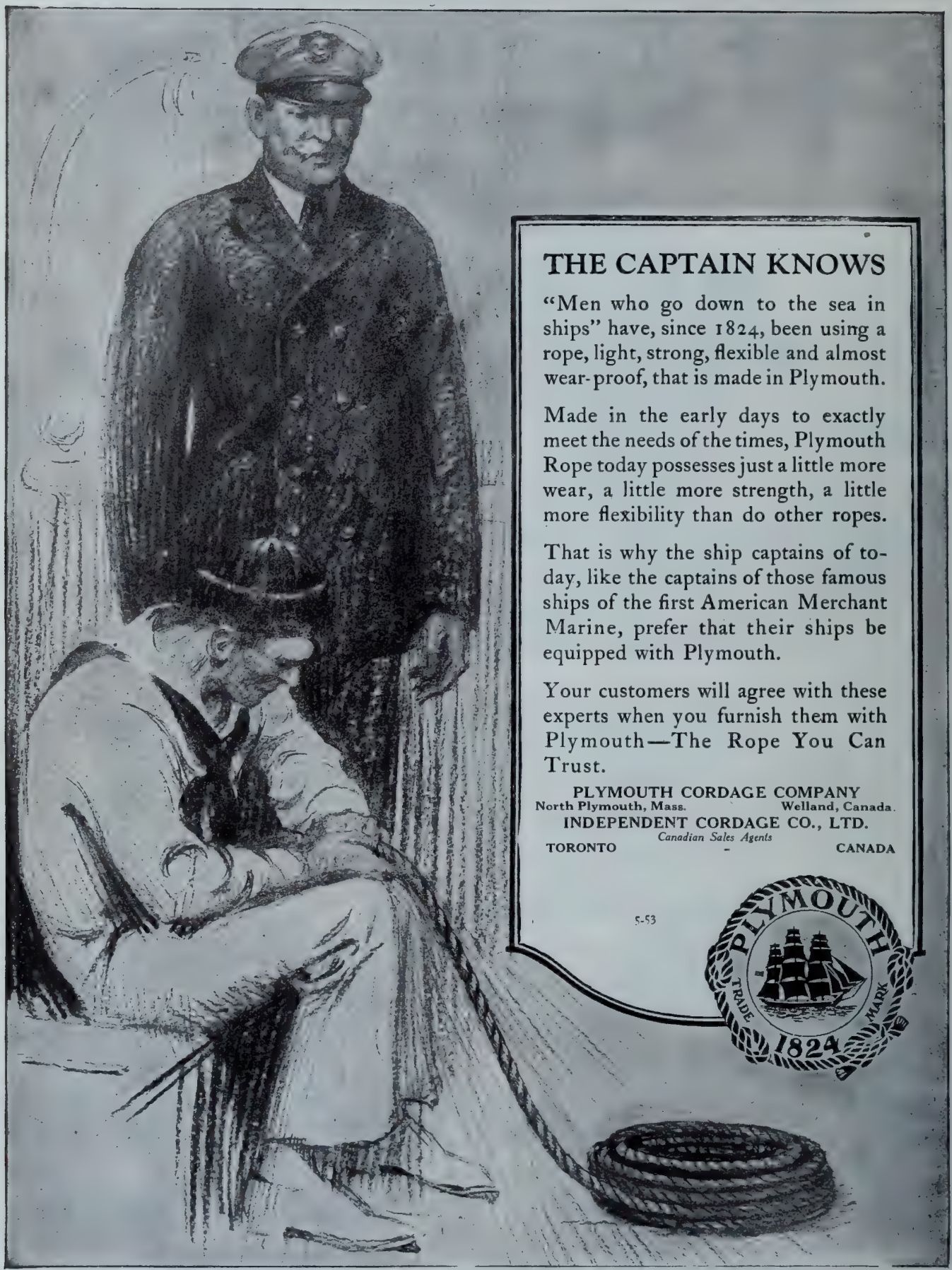

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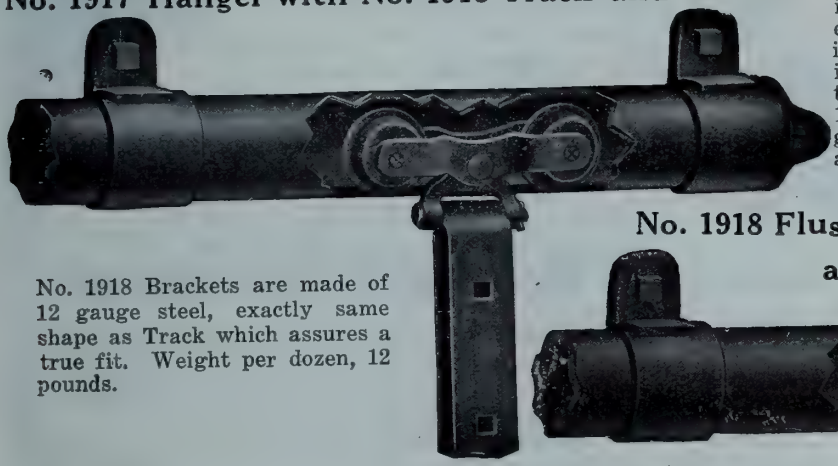
Br-r-r-r-r-r-r-r!!

Icy blast of winter, frozen trolleys clogged with ice never trouble users of S. B. Hangers — Doors always slide easily.

No. 1917 Hanger with No. 1918 Track and Brackets



No. 1917 Round Trolley Hangers are made of best grade steel; wheels made of deep drawing steel fitted with steel roller bearings, malleable loops and steel hasp. Packed one pair in carton, with two end stops and bolts, also instructions how to apply. Half or one dozen to case. Weight per dozen pairs, 80 lbs. No. 1918 Round Trolley Brackets are made of 12 gauge steel, exactly same shape as track which assures a true fit. Weight per dozen, 12 lbs.

No. 1918 Brackets are made of 12 gauge steel, exactly same shape as Track which assures a true fit. Weight per dozen, 12 pounds.

No. 1918 Flush Hanger with 1918 Track and Brackets

No. 1918 Round Trolley Flush Hanger has no equal for erecting wind or storm-proof doors. can be made to fit as tight as any hinged door. Wheels made of deep drawing steel, fitted with steel roller bearings, malleable loops and bolts with a steel hinged apron. Has vertical adjustments of 1 in., and adjustable for doors, 1 in. to 2¼ ins. thick. Packed one pair in carton, with 2 door guides, 2 ends, bolts and direction sheet how to apply. Packed ½ dozen to case. Weight per dozen pairs, 176 lbs.

No. 1918 Round Trolley Track is self-draining—no grooves to hold dirt or water. Made of 14 gauge high carbon steel, supplied in 3 ft. lengths only. Packed in 48 ft. crates, weight 115 lbs.; also 60 ft. crates, weight 135 lbs.

N. Slater Company, Limited

SUCCESSORS TO SLATER & BARNARD, LIMITED

Hamilton, Canada

Representatives:

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto.
H. E. Bull, Montreal, Quebec.
A. T. Chambers, Vancouver, B.C.

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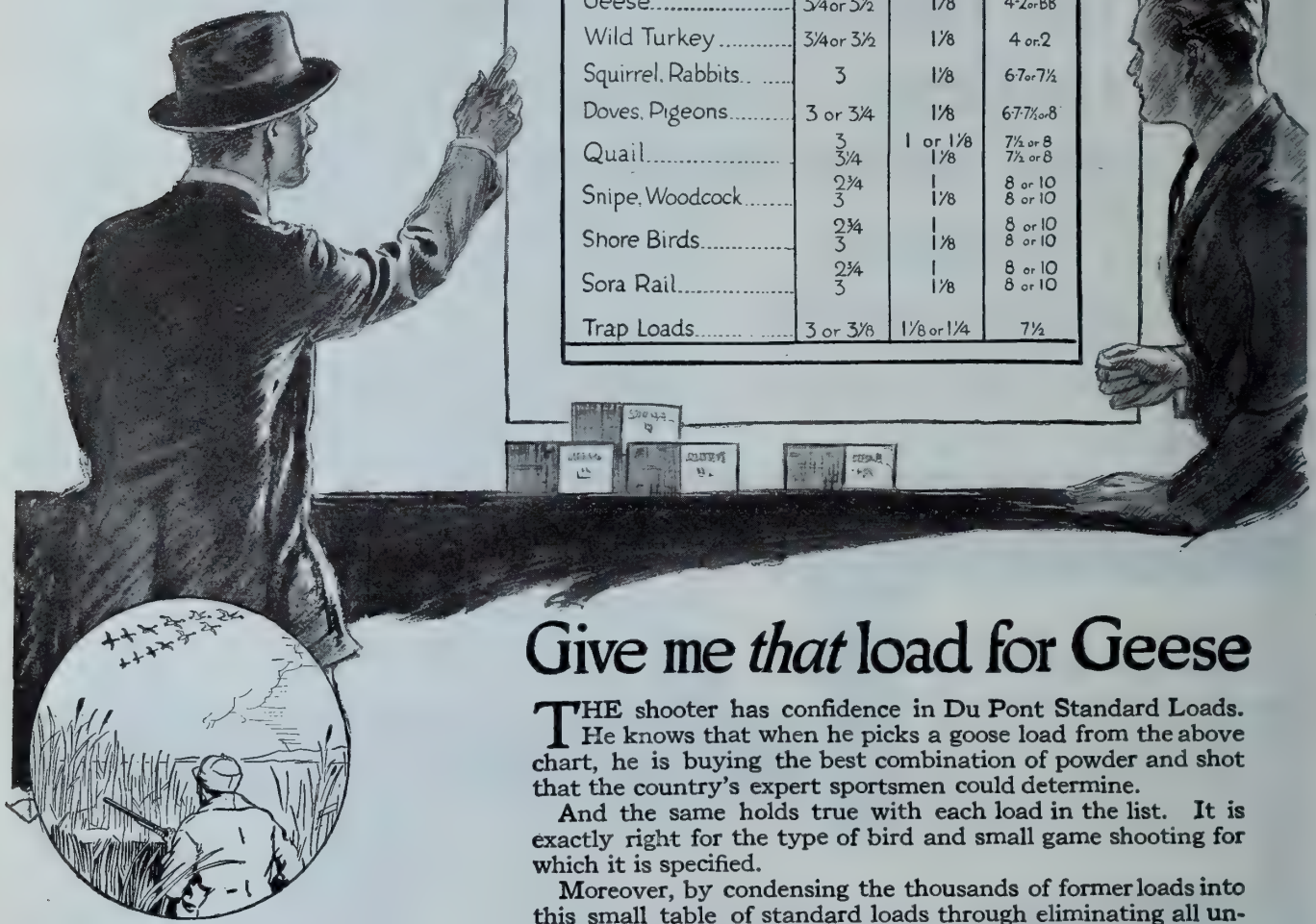
"A TOUGH old customer is the goose and I know I've got to hit him *hard* and hit him *frequent* or he's going to get away. That's why I always order my shells direct from the chart of Du Pont Standard Loads because I know the load wouldn't be on the chart unless it was *right*."

STANDARD DU PONT 12 GAUGE LOADS	DU PONT SMOKELESS Drams	OUNCES Shot	SIZE Shot
Large Ducks	3¼ or 3½	1⅛ or 1¼	4-5 or 6
Small and Medium Ducks	3 3¼	1⅛ 1⅛ or 1¼	5-6 or 7½ 5-6 or 7½
Grouse, Partridge, Prairie Chicken	3 or 3¼	1⅛	6 or 7½
Pheasants	3	1⅛	5-6 or 7½
Geese	3¼ or 3½	1⅛	4-2 or BB
Wild Turkey	3¼ or 3½	1⅛	4 or 2
Squirrel, Rabbits	3	1⅛	6-7 or 7½
Doves, Pigeons	3 or 3¼	1⅛	6-7-7½ or 8
Quail	3 3¼	1 or 1⅛ 1⅛	7½ or 8 7½ or 8
Snipe, Woodcock	2¾ 3	1 1⅛	8 or 10 8 or 10
Shore Birds	2¾ 3	1 1⅛	8 or 10 8 or 10
Sora Rail	2¾ 3	1 1⅛	8 or 10 8 or 10
Trap Loads	3 or 3⅛	1⅛ or 1¼	7½



STANDARD GOOSE LOADS:

Powders: Dupont, 3¼ or 3½ drs.

Shot: Ounces—1⅛
Size—2, 4 or BB

Give me *that* load for Geese

THE shooter has confidence in Du Pont Standard Loads. He knows that when he picks a goose load from the above chart, he is buying the best combination of powder and shot that the country's expert sportsmen could determine.

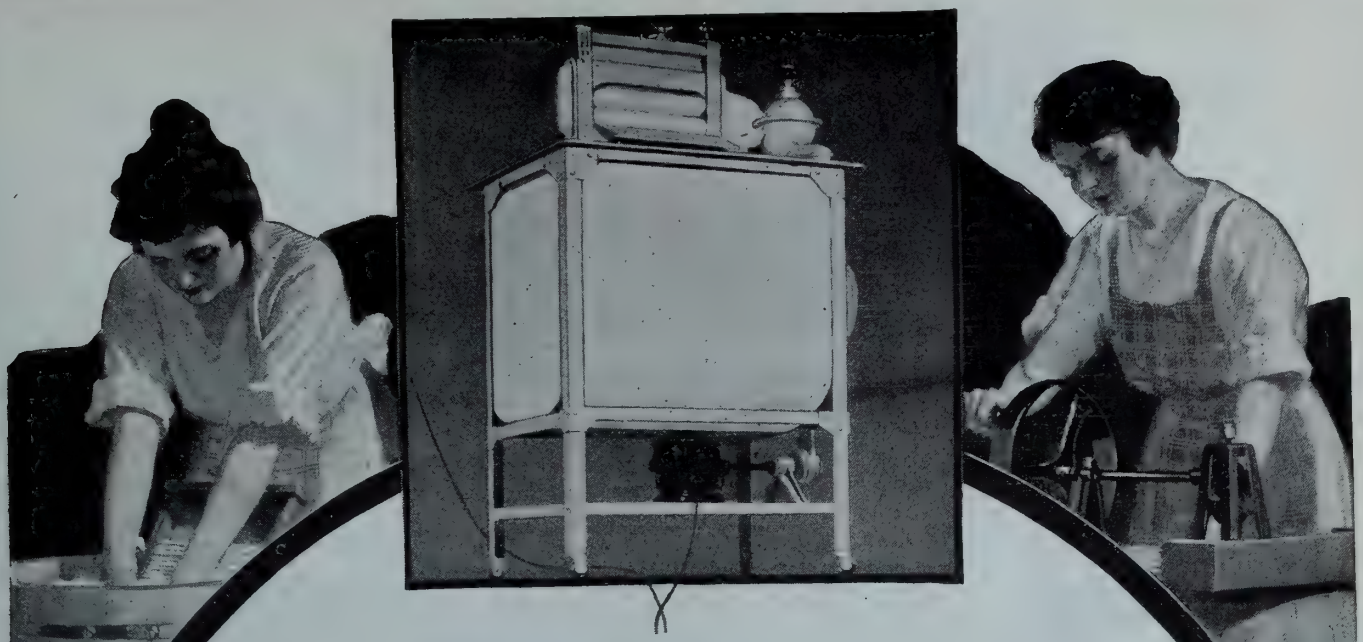
And the same holds true with each load in the list. It is exactly right for the type of bird and small game shooting for which it is specified.

Moreover, by condensing the thousands of former loads into this small table of standard loads through eliminating all unnecessary combinations, you can now meet the demand of every shooter with a smaller and less expensive stock. With a stock of Du Pont Standard Loads there are no "dead ones"—just a few fast selling loads for each type of shooting. The result is larger and quicker turnover and increased profits.

If you haven't received a counter display and a steel-bound card (for use by your clerks) both of which feature the list of Du Pont Standard Loads, write us today. They will be sent free of charge.

E. I. du Pont de Nemours & Co., Inc.
Sporting Powder Division
WILMINGTON, DELAWARE

DU PONT
SMOKELESS SHOTGUN POWDERS



Westinghouse
Washing-Machine Motors

Today you will find it easiest to sell washing machines driven by Westinghouse Trouble-Proof Motors. They supplement the good qualities of the machine.

The housewife now realizes that the success of an electric washing machine is measured by the reliability of the motor that operates it. Tell her it has a Westinghouse Trouble-Proof Motor and she is satisfied.

Remind her that she is buying not only for to-day, but for the future as well—for next year and the years to come. Sell her years of faithful service.

Reliability is a Westinghouse Watchword.

Canadian Westinghouse Co., Limited, Hamilton, Ontario

TORONTO—Bank of Hamilton Bldg.
HALIFAX—105 Hollis St.
CALGARY—Canada Life Bldg.
MONTREAL—113 Dagenais St.
TORONTO—366 Adelaide St. W.
MONTREAL—285 Beaver Hall Hill.
FT. WILLIAM—Cuthbertson Block.
VANCOUVER—Bank of Ottawa Bldg
Repair Shops:
VANCOUVER—1090 Mainland St.
OTTAWA—Ahearn & Soper, Ltd.
WINNIPEG—158 Portage Ave. E.
EDMONTON—211 McLeod Bldg.
WINNIPEG—158 Portage Ave. E.
CALGARY—316 Third Ave. E.

The Westinghouse Trouble-Proof Motor. Look for it on the machine you buy.

Westinghouse
SMALL MOTORS FOR HOUSEHOLD PURPOSES

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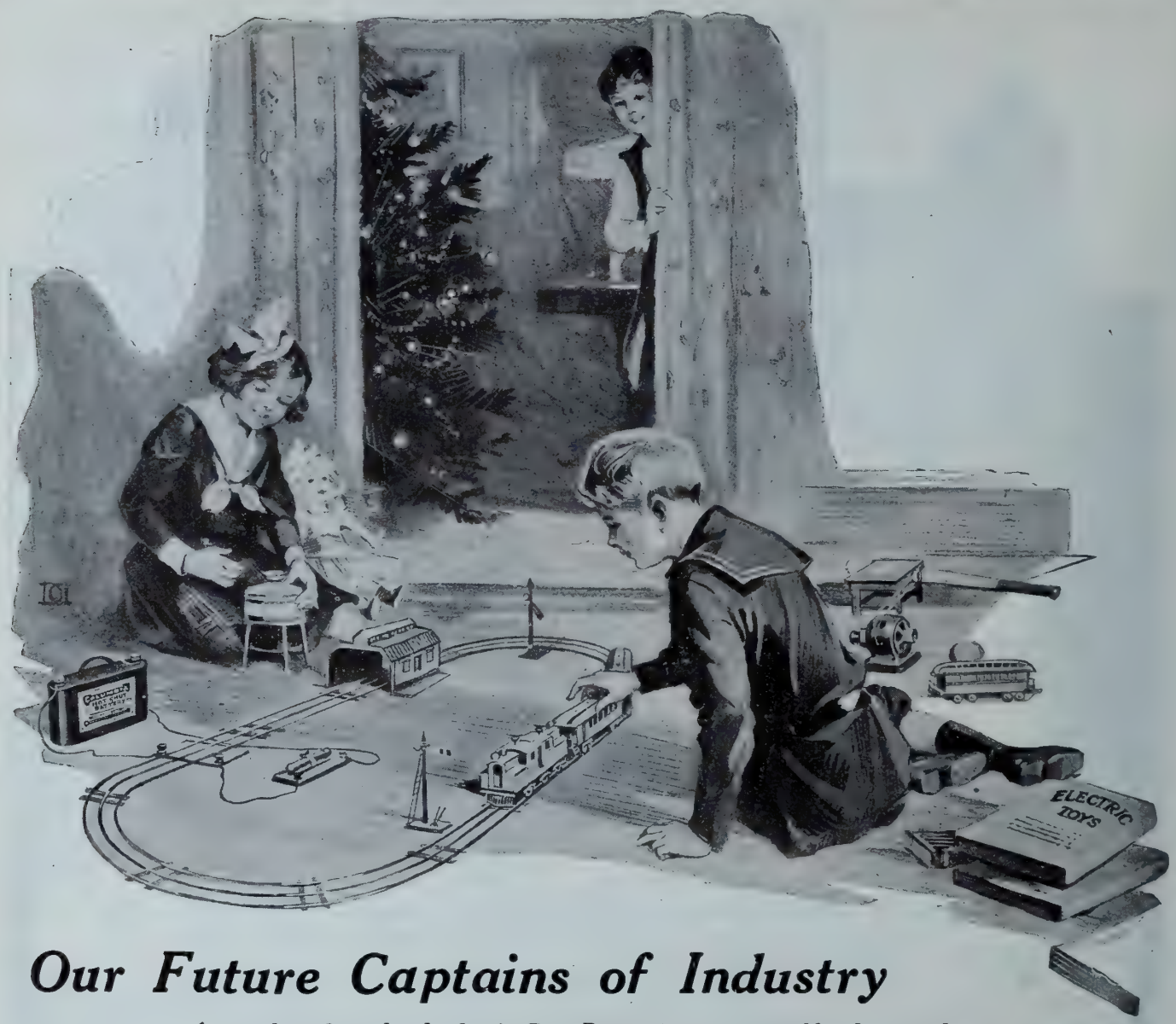

Our Future Captains of Industry

A market that the dealer in Dry Batteries cannot afford to neglect

YOUNGSTERS need Columbia "Hot Shot" Dry Batteries to operate their Lighting Plants, miniature electric railways, telegraphs and telephones, experimental magnets, and all sorts of kindred amusing and educational things.

Columbia "Hot Shot" Dry Batteries are superior for the kiddies. Columbias are self-sufficient, never connected to the *house lighting system, and are safe from shock and fire risk.* Besides, they are portable—can be toted anywhere.

Here is a Christmas Toy Market you should not overlook. If you sell electrical toys, connect up a Hot Shot and show your customers how they operate. Put a display in your window—it will draw a crowd and make sales for you.

CANADIAN NATIONAL CARBON CO., LIMITED

Toronto Montreal Winnipeg Vancouver

Columbia
Dry Batteries
—they last longer

N968.

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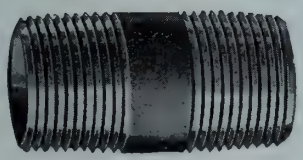
WROUGHT PIPE

COUPLINGS and NIPPLES

Each length of our



M.R.M. PIPE

is tested to withstand a pressure of 700 pounds per square inch

----BLACK or GALVANIZED----

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON **MONTREAL**

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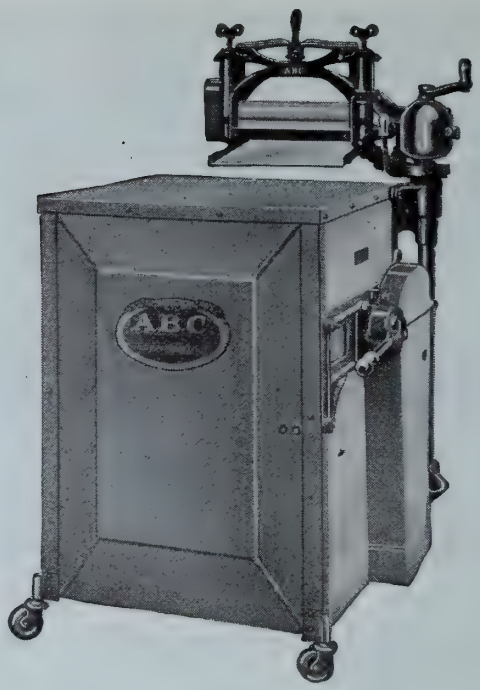
The new 1922 model A B C Electric Laundress — "the Packard of Electric Washers."



You see a handsome cabinet; you hear no noise; you feel no vibration.

The "Packard" *of the* Complete A. B. C. Line

The new 1922 model A B C **Electric Laundress,** embodying no less than 24 vital refinements as a result of our thirteen years' success in this business, out-ranks other washers as the Packard Twin-Six shoulders above ordinary automobiles.

Graceful in its proportions, handsomely finished in gray and nickel, powerfully and reliably motored, extremely quiet and smooth in operation, and finely constructed in every part, it stands unexcelled.

And yet it sells at a moderate price—a price that also allows the dealer a liberal profit, from which he will need to deduct little or no expense for service. For A B C Washers are built to minimize that necessity.

Other A B C electric and power-driven washers similarly excel in their respective classes. There are ten ABC washers in all — washers from the "Ford" class up to the "Packard." Every price demand is met by the A B C line.

Each electric A B C is also equipped to operate the A B C Electric Ironer, without need for an additional motor.

A few A B C territories are still open for exclusive dealers. Continent-wide distribution, quick service, effective sales co-operation and liberal discounts, make the A B C Line worthy of your immediate consideration.

Write direct to C. D. Henderson, or to any of the distributors listed below.

A B C Electric Laundress

WASHES WRINGS IRONS

Canadian Representative:
C. D. HENDERSON, Box No. 123, BRANTFORD, ONT.

Wholesale Distributors:

Maritime Provinces:
LACKADAR & STEVENS,
Roy Building, Halifax, N. S.
Ontario:
MASCO CO., LTD.,
78 Richmond St., Toronto.

Alberta:
CUNNINGHAM ELECTRIC CO., LTD., Calgary.
Quebec:
DAWSON & CO., LTD.,
148 McGill St., Montreal.

Saskatchewan:
SUN ELECTRICAL SUPPLY, Ltd.
Regina.
British Columbia:
RANKIN & CHERRELL,
Vancouver.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Smart Jack Screws

A Canadian Product

Better Quality, Better Finish
than Imported Lines

JAMES SMART PLANT

BROCKVILLE - CANADA

St. John—Montreal—Toronto—Winnipeg—Vancouver

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TABLE CUTLERY

CELEBRATED I-XL QUALITY

MANUFACTURED BY

GEO. WOSTENHOLM & SON
LIMITED

SHEFFIELD - ENGLAND

No. 2589

No. 2589 Table knives, also made in dessert size, with square grained celluloid handles, highly polished blades.

No. 5366

No. 5366 Table knives, also made in dessert size, with oval grained celluloid handles, hollow bolster, highly polished blades.

No. 5373

No. 5373 Table knives, also made in dessert size, with oval grained celluloid handles, waterloo bolster, highly polished blades.

Wostenholm table cutlery is sold with a positive guarantee on every blade and every sale means a satisfied customer.

Our workmen are of the most skilled in Sheffield, the tempering, grinding and finish therefore are brought to the highest point of efficiency.

The handles are of the finest selected grained celluloid, secured in such a manner as to assure their being fast.

Selling Agents For Canada

A. MACFARLANE & CO., LTD.

MONTREAL, QUE.

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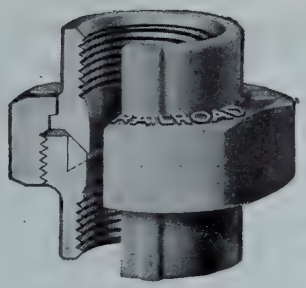
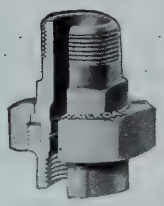


No. 519

No. 517 Reducing Pump Stud Union.



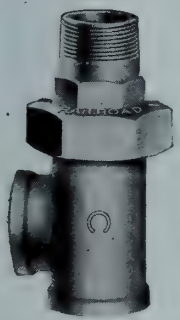
No. 519½. Male and Female Union.

CRANE

RAILROAD UNIONS AND FITTINGS

No. 594 Tee with Female Union.

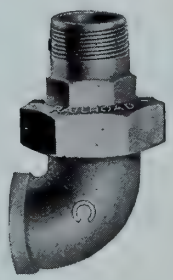
No. 595 Tee Reducing or Outlet



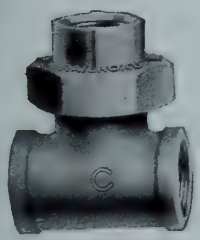
No. 596 Tee with Male Union.

Are Absolutely Leak-Proof, and Eliminate Unnecessary Joints.

THEY REQUIRE NO GASKETS AND MAY BE TAKEN APART EASILY.



No. 592 Elbow with Male Union



No. 598 Tee Union on Outlet.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe Plumbing and Heating Supplies.

No. 590 Elbow with Female Union

CRANE LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

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Sales Offices:
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ST. JOHNS.

CRANE-BENNETT Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM.
LEEDS, GLASGOW.

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"GLOBE" TEA POTS

We shall be glad to supply, in addition to our general catalogue, information on Steel Castings, Galvanized Ware, Roofing Material, Oil Stoves, Enamelled Signs, Japanned Ware, Oilers, etc., etc.

A very popular line which we make in three sizes: 4, 5 or 6 cups, and we can supply them in our Colonial and Premier Ware as well as in the "White" and "Crown."

With our sixty years of experience in this branch of the hardware business, you can always guarantee satisfaction on anything carrying the Davidson trade-mark.

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

The Thos. Davidson Mfg. Co. Limited

Head Office: Montreal. Phone: Vict. 1492

Branches: Toronto and Winnipeg

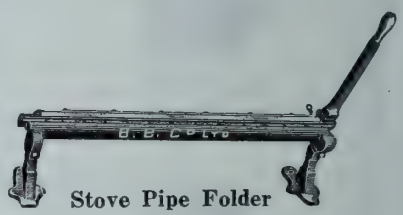
Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

B B Co LTD.

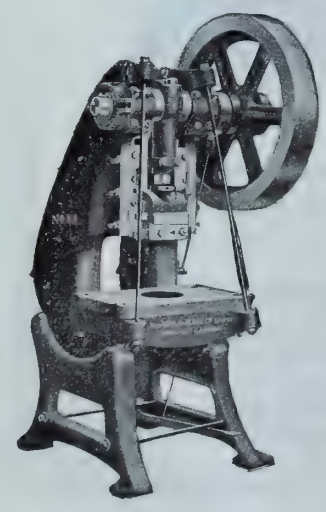
Tin Folder

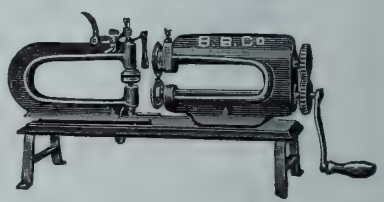
Save You Money and Time



Stove Pipe Folder

Brown, Boggs Sheet Metal Working Tools are accurate and fast. The fact that they speed up operations in your shop assures a saving in money. They offer the opportunity to make more money through your ability to bid lower on a contract with the same, or greater, profit.





Circular Shear

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery

If interested tear out this page and place with letters to be answered.

A Seasonable Product to Advertise
for the Winter and Holiday time

For Winter because Workmen need Thermos Kits for the Hot noon-day lunch. For Holiday time because your customers are depending on you to help complete their list. No one article is so acceptable and joyously received as THERMOS. Useful to everyone throughout the seven ages of man.

Keeps Hot **THERMOS** **Keeps Cold**

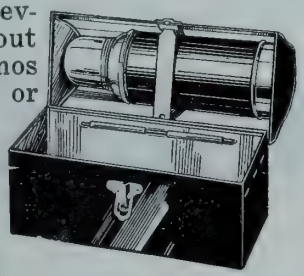
THE BOTTLE

An Ideal Gift for Anyone from Babyhood to Old Age.

Bottle in ½Pt. 1Pt. 1½ Pt. and 1Qt.

For baby in the nursery Thermos is indispensable. For the young man in college or office at work or play. For mother in the home or father in the office a Thermos Carafe or Jug provides Hot or Cold nourishment.

For the workman everywhere, in or out of doors, Thermos provides a hot or cold home lunch.



This Kit made in Pint and 1½ Pints.

Home Lunch
vs.
Down-Town Lunch

Lunch down town 1 Day, 50 cents
300 days $150.00
A Home Lunch
Average 1 day 19 cts.
300 days $57.00
Thermos Kit $4.50
Saving in one year $88.50
It will pay the taxes on your home. — Thermos Saves.

Thermos Kit made in metal or fibroid to suit all workers—a Kit for every need—see our display, now it's complete.

This two column by six inch ad. placed in your own town or city paper over your name and address at this season means sales for this popular and seasonable article. It will also advise customers of the place to get their bottles repaired—where they can buy corks for Thermos bottles—and advertises your store as a depot for all Thermos products.

Cuts will be supplied as shown in the ad. to any dealer requesting same.

Increased car fare in many localities, more moderate wages and part time compel the workmen and school girl or boy to carry a home lunch. Why not with a Thermos Kit? The best and most nourishing way to carry a Hot or Cold home lunch. The Thermos Kit has taken the place of the old time Tin Dinner Pail. Many other uses for Thermos make sales of Thermos Products regular and profitable.

Thermos Bottle Co., Ltd.
146 Wellington St. W., Toronto

"Armco" Ingot Iron Skylights and

TRADE MARK ARMCO REG. U.S. PAT. OFF.

"Armco" Ingot

The Skylights and ventilators shown resisting "Armco" Ingot Iron and install Atlanta, Georgia. After six years of servi ventilators and three hundred and twe

"ARMCO" INGOT IRON

The American

Middletown,

Toronto Office,

If interested tear out this page and place with letters to be answered.

Ventilators on Candler Warehouse, Atlanta, Georgia

Iron Resists Rust

TRADE MARK ARMCO REG. U.S. PAT. OFF.

n the illustrations were made from rust-
ed in 1915 by Dowman-Dozier Mfg. Co.
ce the three hundred and twenty five
nty five skylights show no sign of rust.

ADDS QUALITY TO ANY JOB.

Rolling Mill Co.

Ohio

51 Wellington St. East

If interested tear out this page and place with letters to be answered.

We are constantly acquainting new file users with the fact that our five brands of files have been the standard of file quality for over fifty years.

Our advertising is also steadily emphasizing that a file should be replaced immediately it has become the least bit dull.

Are you getting the benefit of this advertising, by stocking one of these five famous brands?—

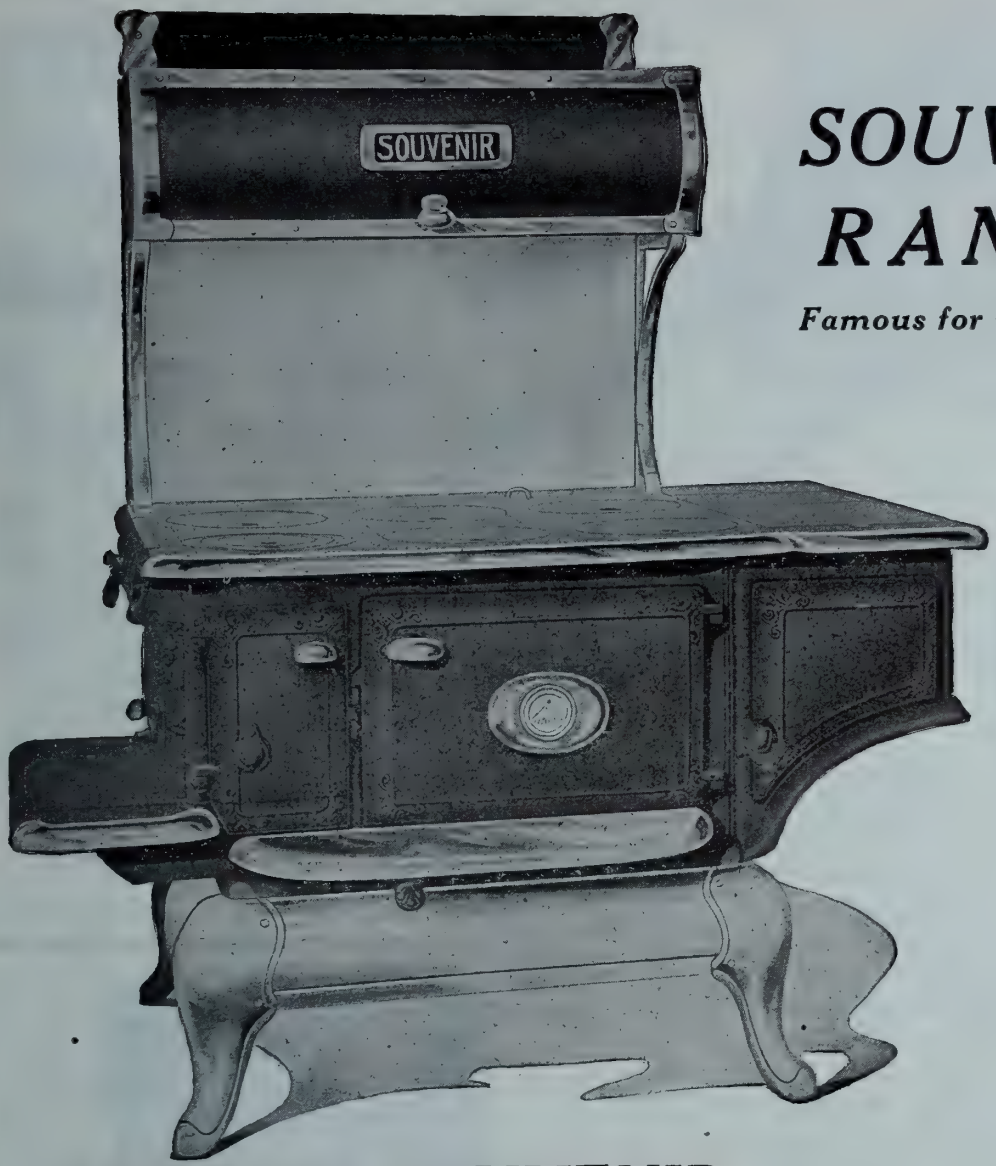
Kearney and Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope Ontario

If interested tear out this page and place with letters to be answered.



SOUVENIR RANGES

Famous for Good BAKING

THRIFTY SOUVENIR CAST IRON RANGE

For Coal or Wood—Furnished without reservoir if desired. Medium Price—Made in two sizes. No. 9-18A—18 inch oven, and No. 9-20A—20 inch oven.

For some weeks past we have devoted our space in this paper to describe and illustrate special lines that dealers are finding to be quick and easy sellers. The Thrifty Souvenir Cast Iron Range shown above, although being a medium priced range, will meet the needs of your best customers. For quick sales, satisfied customers and good profits show the Thrifty in your store. If you have a demand for steel ranges look up our advertisement in the November 12th issue of this paper which described our Grand Souvenir Steel Range. Write for Catalogue No. 78 showing complete line of stoves, ranges and heaters. Also large attractive Stove Hanger used for store and window display—Catalogues, Hangers, Circulars, Prices, free on request.
Also write for folders describing our famous New Idea Warm Air Furnaces, pipe and pipeless styles.

Made in Canada by

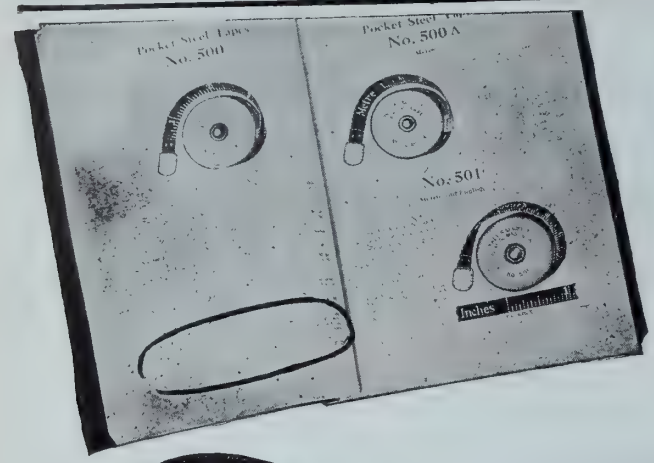
THE HAMILTON STOVE & HEATER CO., LTD.

Successors to GURNEY TILDEN CO. Ltd., Hamilton. **75 Years' Successful Manufacturing**

Special Quebec Representatives: **Montreal Supply Company, Limited, 16 Craig St. W., Montreal, Que.**
Vancouver Representative: **1073 Hamilton St., Vancouver, B. C.**
Winnipeg Representative: **134½ Higgins Ave., Winnipeg, Man.**

If interested tear out this page and place with letters to be answered.

New Tools You Should Know



BUILDERS' TAPE No. 540

An invaluable convenience to Builders, Contractors, or Architects. Calibrated to scale (1-8 inch to the foot, or 1-4 inch to the foot) this tape enables the user to take any measurement of any dimension on any job, direct from the plans. Fully described on Page 42 of the new Starrett Catalog No. 22 "MA" reproduced above. Next time a builder, contractor, or architect comes into your store, ask him what he thinks of this Starrett No. 540 Builders' Tape. There's a demand for it in your town. And write for the Starrett booklet—"The Tools Mechanics Buy."

The L. S. Starrett Company

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled

Athol, Mass.

Sell Starrett Tools

42-235

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Mr. Business Man

Those documents, receipts, bills, etc., that represent money in your business deserve full protection against fire.

A Taylor Safe provides the protection they need.

Every Taylor Safe represents the achievement of 65 years of Safe building. They withstand every test of fire duration, intensity or impact.

Made in 40 different sizes.

Write us for quotations in Taylor Safes and Steel Cabinets

J. & J. TAYLOR LIMITED
TORONTO SAFE WORKS
TORONTO - ONTARIO
Branches: MONTREAL, WINNIPEG, VANCOUVER

If interested tear out this page and place with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

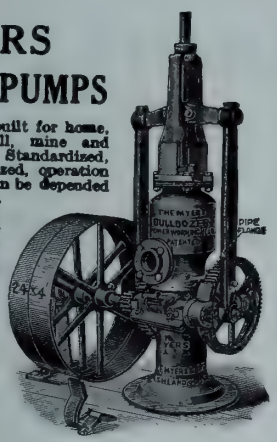
Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND, OHIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.

LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver

If interested tear out this page and place with letters to be answered.

Name of Hardware Merchant and further detail supplied upon request

The Answer is—He Didn't!

THE crowd was drawn by a hardware firm in an Ontario town of 700 population. This crowd of over 1,000 people represents customers of the store, drawn from miles around, to attend the picnic given by this firm to its customers. Surely this is evidence of the close relationship between this hardware firm and its customers.

The close relationship between retailer and customer in this instance is typical of conditions existing in hundreds of Canadian towns, villages and cities.

The average hardware merchant (particularly in the smaller cities and towns) has been established for many years. He has a big business connection built up through years of efficient service to his customers. He is well rated, and a desirable man with whom to do business. He influences the buying habits of the people in his community, and in over 90% of the sales made, he is the deciding factor.

"Which one do you recommend?" is a question asked thousands of times each day in the hardware stores of Canada.

If you can get the effort and enthusiasm of the retail hardware merchants and their clerks, plus their window and interior displays and local advertising behind your goods, you will have secured the co-operation of one of the greatest available selling forces.

HARDWARE AND METAL is paid for, and read, by all the wholesale hardware buyers of Canada, and over 90% of the retailers from coast to coast. They are the men who control the sale of your products to the hardware consumers. HARDWARE AND METAL can put your story before, practically, the entire Canadian hardware trade. One of our representatives would be glad to give further details.

(Only hardware paper in Canada with membership in the Audit Bureau of Circulations).

HARDWARE & METAL

Canada's National Hardware Weekly since 1888

143-153 University Avenue - - Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations

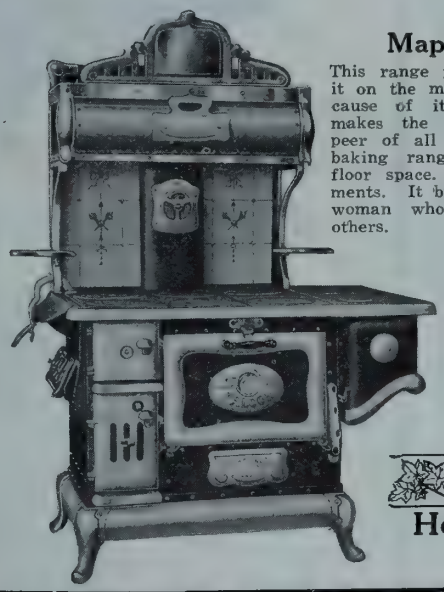
Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

If interested tear out this page and place with letters to be answered.

Your Christmas Trade

THERE is no reason why the hardware man should not get his good generous share of the Christmas money that will change hands for the next few weeks. All that is necessary is to get into the Christmas spirit and especially feature the useful gift. For instance, what more useful and permanent gift could be suggested than a Maple Leaf range or heater? It would always be a visible reminder of the Christmas spirit because it is on the job every day of the year.

Feature the Maple Leaf Line for Christmas

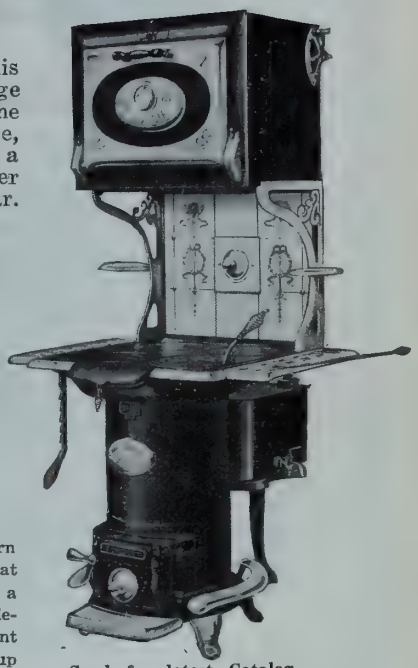


Maple Leaf Composite

This range is unique—there is nothing like it on the market. There never will be, because of its patented flue system which makes the high oven possible. It is the peer of all "Quebec" heating, cooking and baking ranges. It occupies only a small floor space. It has all the modern attachments. It burns all kinds of fuel and every woman who buys one will help you sell others.

Maple Leaf Falcon

A steel range with all the modern attachments and appliances that the housekeeper appreciates in a kitchen range. Beautiful in design and made in several different styles. The Falcon will back up any claim that you can make.

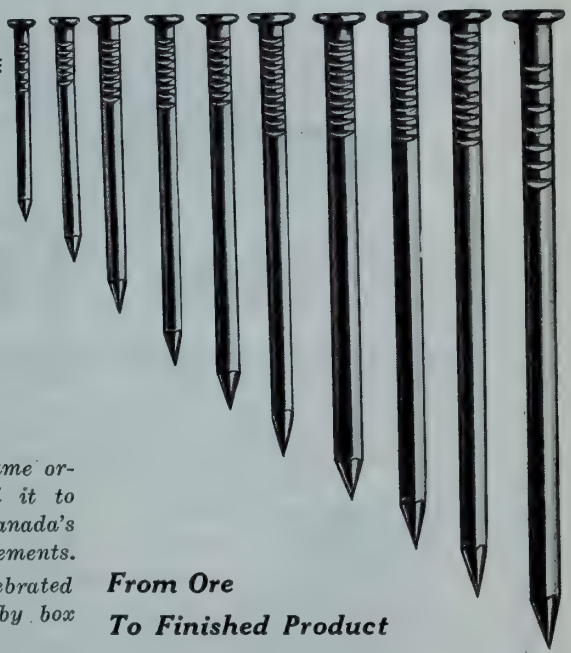


Send for latest Catalog and prices.

BEACH FOUNDRY LIMITED

Head Office and Factory: Ottawa, Can.
Branches in Winnipeg and Vancouver

"Straight to the Point"—
They Clinch and Hold Business
DOMSTEEL
Wire Nails



Straight, uniform nails of every pattern are made by the same organization whose ability and resourcefulness have enabled it to produce two million tons of railroad rails for service under Canada's rigorous climatic conditions and severe transportation requirements.

We manufacture "Domsteel" Felt Roofing Nails and the celebrated Pender Coated Box Nails. Pender Nails have been hailed by box makers for years as the best coated box nail made.

Complete Stocks at Montreal, St. John, N.B., and Sydney, N. S.

From Ore
To Finished Product

Dominion Iron & Steel Company Limited
Subsidiary of
British Empire Steel Corporation Limited

General Sales Office : 120 St. James St., Montreal. Stocks : Sydney, N.S., St. John N.B. and Montreal.

If interested tear out this page and place with letters to be answered.

TRADE MARK

Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

Drop us a line for an interesting little booklet on Roofing Materials. It will tell you of each one of our lines—reasons why they sell, and serve the consumer so that you hold his future trade.

We cannot tell of all the lines here, but, for instance, "Black Diamond" Tarred Felt is pure wool tarred roofing felt, from selected woollen rags saturated with pure coal tar, producing the most durable roofing felt possible to make.

Ask for Literature

Alex. McArthur & Co., Ltd.

Established 1879

82 McGill Street Montreal, Canada

JARDINE TOOLS

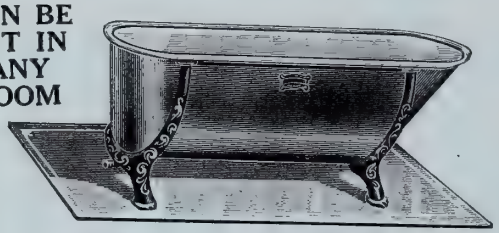
Tire Upsetter No. 5

This effective machine upsets tires up to 4 inches wide by one inch thick, and axles up to one and one-quarter inches. The jaws are faced with plates of crucible steel, having milled teeth, carefully tempered. Both upper jaws are operated by one lever, giving quick grip. This powerful machine is extra heavy and designed to stand the strain of upsetting the heaviest tires, up to four inches wide.

Ask for catalogue.

A. B. Jardine & Co.
LIMITED
HESPELER, ONT.

CAN BE PUT IN ANY ROOM



PROFITS in Country Trade

This advertisement is of interest to you if you number among your customers people who live in country localities without city conveniences.

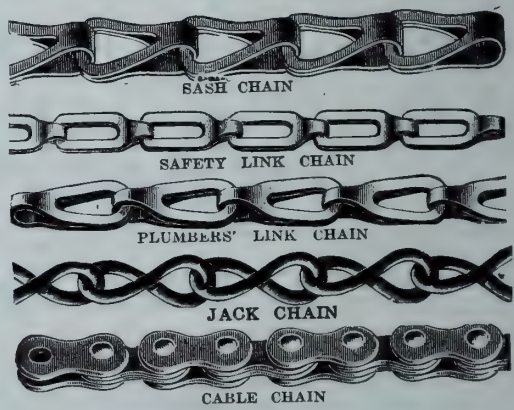
TWEED ENAMELLED STEEL **BATHS**

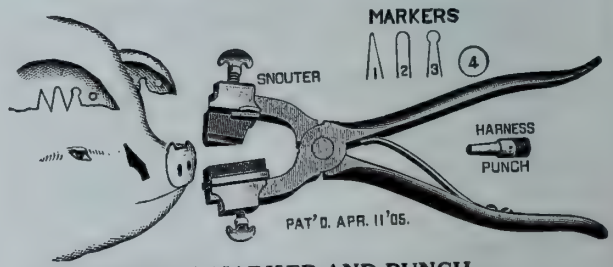
give country folk all the advantages of a modern bath room at a very small cost. Made of galvanized steel enamelled and installed without plumbing, they fill a long-felt want for those who have been suffering from the lack of adequate home conveniences.

Write us for price lists and further particulars about these baths as well as the Tweed Sanitary Closets and other home conveniences.

THE STEEL TROUGH & MACHINE CO. LIMITED
TWEED - ONT.

CHAINS AND PUNCHES





STOCK MARKER AND PUNCH

THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

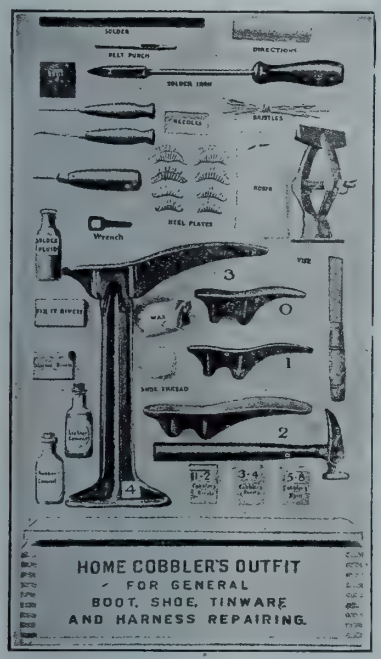
Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

"ECONOMIZERS"



There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of to-day. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs — tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

MAXWELLS, LIMITED
St. Marys, Ont.

FROST KING
Weatherstrip
Saves High Priced Coal

Coal prices are still up, and it pays your customers to stop all the drafts around windows and doors with Frost King Weatherstrip.

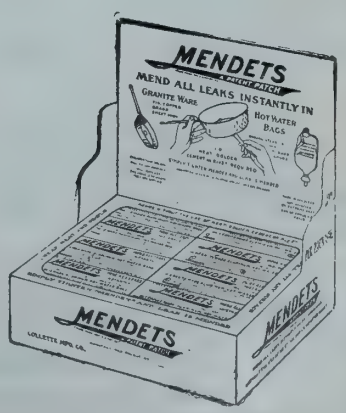
Frost King is not "just weatherstrip;" it is an efficient and reliable way to keep out the cold and conserve the warmth of the house. This desirable, quick-selling weatherstrip is made of felt that stops the wind and is extremely durable and neat.

Remind Your Customers
Order from your Jobber

MENDETS
A PATENT PATCH

Pots and pans that once were favorites with the housewife, are accumulating in your customers' cellars. A small leak, a tiny defect has put them out of commission.
When you explain the simplicity, economy and effectiveness of Mendets these same housewives appreciate this means of salvaging the old favorite utensils.

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them



If interested tear out this page and place with letters to be answered.

"What the Shipper Puts in the Consumer Takes Out"

Beath WELDED STEEL Barrel

Every drop of the contents of a Beath Barrel is available always—

Beath Steel Barrels (they are made in any capacity) permit of the proper and economical handling of all liquids. Their price—considering their many advantages—is lower by far than hazardous wood containers.

Order and Sell Your Supplies in Steel Barrels

Write for Information

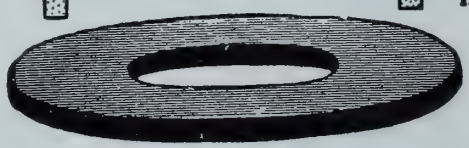
W. D. Beath & Son, Limited

Toronto Canada

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Limit Hack Saws to one Line

Sell one line of hack saws, and you have a smaller investment, a quicker turnover, and larger profits.

The leadership of Star Hack Saws for 38 years makes them the logical brand for you to push.

Every hack saw customer who comes into your store recognizes the saws in the famous green box as the standard blade of highest quality.

Star Saws are sold direct from the factory in Middletown where they have always been manufactured.

CLEMSON BROS., INC.

Middletown, N. Y.

Makers since 1883.

Canadian Office and Warehouses:

304 Imperial Office Building

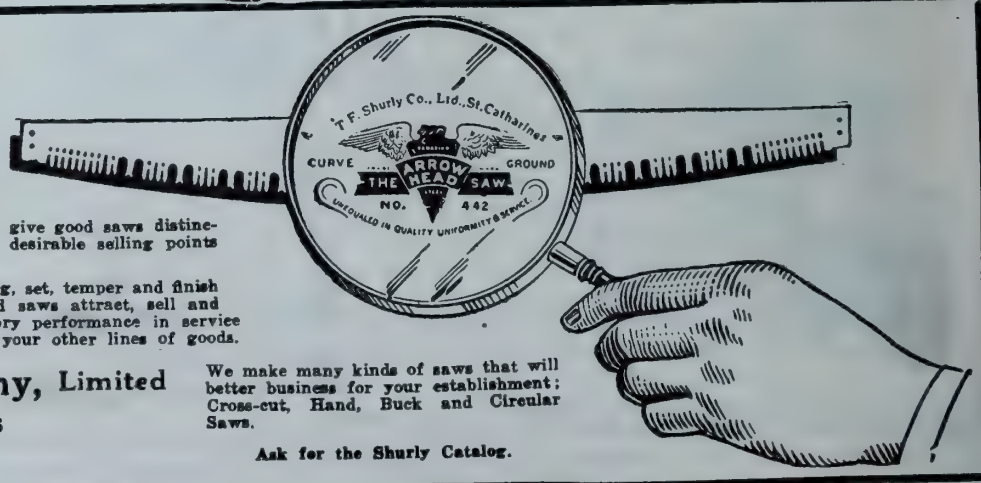
Hamilton, Ontario.

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited

St. Catharines

Ontario

We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

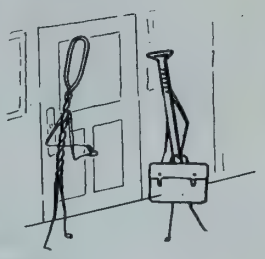
ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Geo. J. B. Ramsden & Co., St. Thomas
Quebec and Maritime Provinces Representatives:
John R. Anderson, 36-38 St. Dizier St., Montreal.

Laidlaw's Wire Boys

Their Chat No. 5

Don't Be Without Stock



"The boss has a wire, B.T., from one of your customers, asking you to double his Bale Tie order." "I guess that farmer who was pricing bale ties when I left, cleaned him out. He ordered pretty light, but I guess he begins to realize that he can't do business without stock."

"This tendency was pretty general, W. N., but I can see quite a change lately. I don't believe in over-stocking, but I do believe in having the goods when they're asked for."

Laidlaw Bale Tie Co. Ltd.

Hamilton - - - Canada

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets. Write for our new prices.

"We Ship While Others Are Thinking About It"

Wheeler & Bain
Limited
Toronto, Canada

CANUCK
Snow Shovels

Galvanized
For Quick and Efficient Work
Extra Wide—Extra Strong—
Extra Serviceable

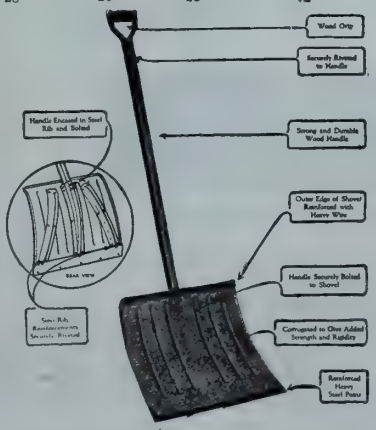
SCRAPING EDGES and CORNERS—strengthened by steel encasing.

TOP and SIDE EDGES—wired.

BLADE—galvanized, corrugated, and reinforced by three steel ribs at back.

HANDLE—Selected hardwood, strong, square-shaped, good grip for left hand. Lower end sheathed in centre rib and rivetted. "D" shaped right-hand grip rivetted to heavy steel straps—cannot split.

No.	Width of Blade Bottom Ins.	Width of Blade Top. Ins.	Height of Blade Ins.	Total Height Ins.	Approx. shipping weight, per doz lbs.
27	17	14	14	48	60
28	20	16	16½	50	70



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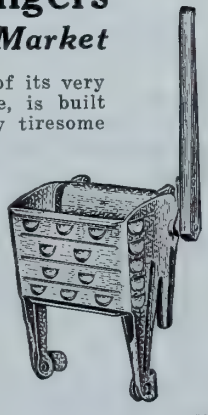

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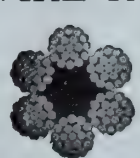

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. NOVEMBER 19, 1921 No. 47

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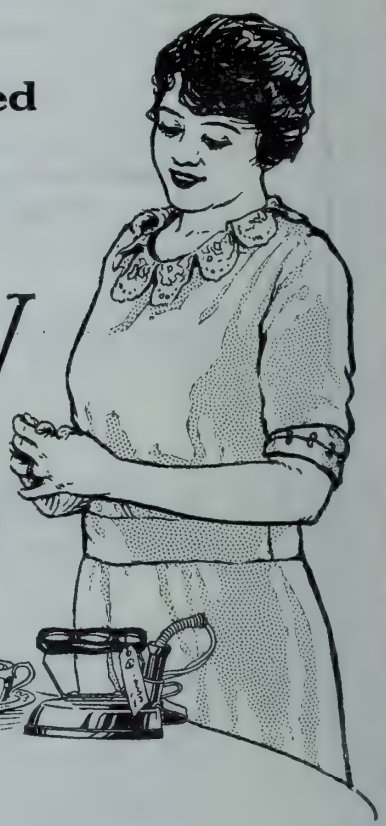

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII NOVEMBER 19, 1921. No. 47

Stabilization in the Hardware Trade

Trend to Normalcy Seems Gradual but Healthy—Manufacturer, Jobber and Retailer Still Have Important Part to Play—Labor Sometimes Over-blamed—Prices Will be Lower, Pending Lower Freight and Labor Costs — Business and Personal Economy Is Essential—Foreign Competition.

Based on Interview of Hardware & Metal with A. Prudhomme, President A. Prudhomme and Fils, Montreal

THE NECESSITY of continued effort on the part of manufacturer, jobber and retailer in assisting to untangle trade from the web which has been woven around our industrial fields for the past year or so, was emphasized to Hardware and Metal by Alec Prudhomme, president A. Prudhomme & Fils, Limited, Montreal, when discussing recent business developments in the hardware trade. It was the opinion that after long months of waiting, the turn in conditions is apparently now commencing, and must not be checked by any participant in the trade from manufacturer to consumer.

"The manufacturer must not place too big a profit on his goods, likewise ourselves and the retailer. The time of the rising market offered bigger profits for all of us, but not so to-day," said Mr. Prudhomme.

Labor Too Often Blamed

"Sometimes I believe we place too much blame on labor," he continued, pointing out that apart from a few of the "would be" ardent leaders, the laboring man and the mechanic were both broad minded and well thinking fellows, and undoubtedly good men for the hardware store to keep in touch with. Recalling an incident where some repair work was recently made to one of his buildings, Mr. Prudhomme said the contractor, when questioned, had stated the cost of the work was less than would have been necessary last year or the year previous. This builder said he was now able to procure labor at lower wages, thus bringing the cost of the job down considerably. There were cases, no doubt, where the laboring man and the mechanic were still obtaining outrageous wages but Mr. Prudhomme believed labor on the whole was willing to make concessions.

They are perhaps waiting for the retailer to take the initative, and show substantial reductions in the cost of his living. While this, in many cases, is yet impossible, the close following of market tendencies and recessions of prices carried right through to the consumer should, in the opinion of Mr. Prudhomme, be carried out.

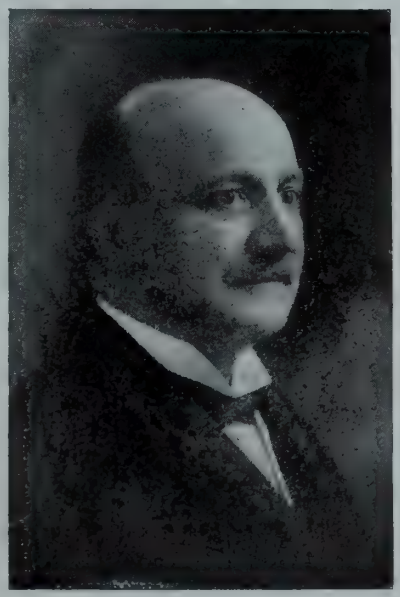
Recent Price Advances

The increases in prices of goods of cotton manufacture, and the more recent advance in certain steel products clearly demonstrates that the trend of many stable commodities is changed for the present at least. This was thought to be a step towards advancement in the trade, and would do more to instil confidence in the buying public than any development since the depression began in the closing months of 1919. While advances in prices of any commodity are now closely questioned, in the steel industry, higher prices were seemingly fully warranted. The base price of bar iron and sheets to-day, in comparison with 1914 levels, showed not the variation that might be expected, and with increased cost of raw materials and labor, it was thought to be surprising that higher prices were not announced at an earlier date.

Prices Will be Lower

It was the opinion of Mr. Prudhomme that there is yet a recession to be made in the prices of practically all lines connected with the hardware trade, but solely dependent on the gradual decline in production and transportation costs. For example, lower prices may be expected on steel products but not until an adjustment is made in favor of the producers.

"The progress may seem slow, but with proper legislation and continued conscientious business methods by us all, we will be surprised at the progress that will be made by next spring, and I believe by that time buyers will not have to exercise the great care in their purchases as is necessary to-day," said Mr. Prudhomme.



ALEC PRUDHOMME

President A. Prudhomme and Fils, wholesale hardware merchants, Montreal, who outlines some interesting points concerning the trend of business in the hardware trade.

Necessity of Economy

"We are sometimes astounded by the number of failures that are announced from week to week, but in 50 per cent. of the cases, I believe, extravagance has played an important part," continued Mr. Prudhomme. "They have taken advantage of the good times, the inclining market, have made money and spent it."

Business is by no means stagnant to-day, and on the whole Mr. Prudhomme anticipated a good fall and early winter trade. It is his opinion that with con-

(Continued on page 36)

Weights Officials Forced to Action

Controversy Initiated by Hardware and Metal Concerning Sale by Toronto Department Store of Scale Denied Admission to Country for Distribution in Hardware Trade, Ends in Scale Being "Removed from Sale" and Rendered Useless Except As An "Ornament"

LATEST developments in the controversy which Hardware and Metal initiated concerning the alleged discrimination in favor of a Toronto department store in allowing the latter to offer for sale a scale of a type which was denied admission into the country for distribution through the hardware trade, indicate that the cause for complaint has now been removed.

It will be recalled that a scale of the dead load spring variety which is unauthorized according to the Weights & Measures regulations was found on sale in a Toronto department store by Hardware and Metal. On vain endeavors being made to secure the permission of the Department to import similar scales for sale in the hardware trade, the attention of the officials of this department was drawn to the fact that a similar scale was being sold in the department store. The reply was that this scale was not being sold, but merely used as an ornament. Enquiries made by Hardware and Metal revealed the fact that the scale was displayed in a silent salesmen and no opposition whatever was presented by the salespeople of that store when an offer to purchase was put forward. A price of $33 was quoted and a real selling talk was given outlining the various points in connection with the scale.

No Opposition to Purchase

Inspector J. J. McConvey of the Weights & Measures Department in Toronto claimed to have made several unsuccessful attempts to purchase the scale, but it was significant that each time Hardware and Metal attempted to buy it there was no opposition whatever. The actual purchase was not made because an offer for sale was all that was necessary to prove the points in question, and the offer was made on each occasion in the presence of witnesses.

On the matter being drawn to the attention of E. O. Way, Director of Weights & Measures, Ottawa, a visit was paid by this official to the office of Hardware and Metal, details of which have been outlined in a previous issue. In the discussion which took place on the subject at that time Mr. Way endeavored to discount the importance of the matter, pointing out that the department store in question had no possible way of getting further scales to make a paying commercial proposition of the sale of these articles, and that the scale being offered was one of a number of machines which this firm had on hand before the regulations prohibiting their admission were effective. On being questioned as to whether or not the "ornament" should be fixed so that it could not be used, Mr. Way expressed the opinion that the springs had been removed and that therefore it was not a "scale." However, at the time of the second last attempt to purchase the scale Hardware and Metal noted that the machine was in perfect working order with springs intact, and the dial registering the weight of some ornaments displayed on the scale.

Springs Removed

In a communication just received from Mr. Way, Hardware and Metal is informed that the scale is not now being offered for sale and that the springs have been removed from it. This is in accordance with what was found on the latest attempt to purchase it.

In his communication Mr. Way states "I have, just to hand, your write-up of our interview. I note Hardware and Metal is of the same opinion still and proof against conversion. You may harp upon the "discrimination" so positively charged to this Service in this case but actually the matter is so superlatively small as not to merit the attention and time of serious men. If.....store had the exclusive privilege of handling this scale for the whole of Canada it would inflict no hardship upon the hardware trade. The sale of such an article is so limited as to offer no return upon the money invested."

In conclusion Mr. Way points out that the department store in question has assured him that they are not offering this scale for sale and this has been confirmed by the local inspector's latest attempt to purchase it.

"The springs have been removed even if they happened to be in action when you tried to make a purchase" said Mr. Way.

Action Was Forced

The foregoing action, taken only after the matter had been brought to a head by the activities of Hardware and Metal, indicates that there was a laxity somewhere in the administration of these regulations even if there was no contemplated discrimination. The hardware trade has been much interested in this controversy, not so much from the standpoint that the department store in question might still be importing such scales and making a regular business of their sale but from the standpoint that according to the regulations the department store had no business to endeavor to offer this scale for sale and had no right to keep it even as an "ornament" without it being fixed in such a way as to render it useless as a scale. It does not necessarily follow that Hardware and Metal is in sympathy with the regulations, but when they exist they should be equally applied. Hardware merchants in all parts of the country have had experiences with Government officials compelling them to live up to the letter of the law and this is where no discrimination in favor of any other class of business will be tolerated.

Constant vigilance is necessary to see that the interests of the retail hardware merchants are protected and charges that this matter does not warrant the attention of serious business men, are certainly not substantiated by the action which the Department of Weights and Measures has taken now that the alleged laxity in enforcing the regulations had been given a full airing through Hardware and Metal.

STABILIZATION IN THE HARDWARE TRADE

(Continued from page 35)

tinued economizing careful buying and close attention to other expenditures, the merchant who has thus far weathered the storm will have no difficulty in coming out on top.

The Arrival of Foreign Goods

Speaking of the appearance of foreign merchandise on our home market, Mr. Prudhomme stated that perhaps some European countries were "beating us to it" in marketing goods at lower figures. Belgium was again in the glass industry in earnest, and had been able to sell steel rails in the United States in competition with American producers. Even Germany had surprised us in recovering so rapidly. "However, we must not pay too much attention to this," said Mr. Prudhomme, "but give all support possible to our home industry, and even if slower than other countries, we are almost always sure of quality which is in other cases questionable.

GRINDING WHEEL FACTORY SECURED FOR BROCKVILLE

Brockville,—Negotiations for the location of another new factory here were completed with the signing of agreements between the J. R. Baxter Co., Ltd. Montreal, and J. Amos Johnston, Industrial Commissioner of Brockville, for the immediate erection of a grinding wheel factory, 200 feet by 50 feet, to be built on Pear steet east, at an approximate cost of $24,000.

May Tax Gasoline Sales in Ontario

Tentative Regulations Placing Tax of One Cent Per Gallon On Sales of Gasoline To All Motor Vehicles—Would Add $750,000 Annual Revenue for Road Work—Strips of Tickets More Favored Than Tax Collected and Returned to Government by Vendors—Not in Effect Before Next May

IT IS learned by Hardware and Metal that there is a strong possibility of the application in Ontario of a gasoline tax similar to that now in effect in parts of the United States. The revenue raised in this manner would be for the purpose of aiding the Provincial Highways Department's plans for road rehabilitation and maintenance. While no official statement has been made yet on the subject it is likely that a tax of one cent per gallon of gasoline will probably be the extent of the levy, this being the amount of the tax in effect in most places elsewhere.

The Province of Ontario is anxious to establish an annual revenue fund of $5,000,000 for road work. This year's motor tax revenue is approximately $3,000,000 and it is estimated another $750,000 of revenue can be added each year by the tax on gasoline. Thus within a year or two the desired fund can be secured.

As far as the matter has been considered no distinction has been made between the motor vehicle operated for commercial purposes and that operated for pleasure. Whether or not there should be any distinction is open to question, but it is held as quite probable that unless subsequent representations change matters, a one cent per gallon tax will be placed upon gasoline purchased by all motor vehicles. This will not be made effective until after the next session of the Legislature.

It is understood there is some question as to whether or not the provincial government has authority to place a tax of this nature on the sale of gasoline as it is, in effect, a sales tax, power to enforce which lies only with the Federal Government.

Not Applied Before May

Discussing the proposed legislation with W. A. MacLean, Deputy Minister of Highways in Ontario, Hardware and Metal was advised that this tax could not be applied prior to next May at the earliest, in view of the fact that it cannot be made law until after the next session of the Legislature.

Questioned as to the likely means to be employed for the collection of this tax, Mr. MacLean stated that this phase of the matter was still under advisement and that enquiries were being made as to the most practicable plan in use in other places where this tax is being collected. Mr. MacLean intimated that it was not unlikely that the tickets in books or strips would be sold to motorists who would hand over to the vendor the number of tickets covering the tax on the number of gallons of gasoline purchased. This plan would be something similar to that used to collect the present Amusement Tax under which people have been encouraged to purchase a supply of tickets in advance. This has not been a common practice however, due to the fact that tickets of varying denominations are required according to the extent of the fee paid for admission. In the case of gasoline the amount of the tax does not vary to the same degree and the use of books would facilitate matters greatly.

Tax Motorist's Gasoline Only

Discussing the other alternative, that of collecting the tax periodically from vendors of gasoline, who would be compelled to collect the tax from customers and keep an accounting of it, it was pointed out that this plan would place a tax upon all gasoline whether sold for automobile propulsion or for household use. In this way the purchaser of gasoline for household or similar purposes would be paying a tax which was designed to affect only the motorist, in so far as the revenue to be raised is for road building and maintenance work, present sales tax of 1½ per cent. is collected by the oil company from the gasoline vendor and returns are made to the Government by the oil company each month. A similar tax applied to gasoline sales would probably be collected from the vendor who would have to keep track separately of sales made for automobile and household purposes and make periodic returns to the Government. Under this plan the merchant who sells gasoline would be called upon to collect tax and make returns as do the oil companies at present in dealing with the Federal Sales Tax. It would appear therefore to be a much simpler job for the merchant to have motorists use tickets.

Won't Affect Consumption

Dealing with the possible affect upon gasoline trade, Mr. McNeil, Sales Manager Imperial Oil Company, Ltd., stated to Hardware and Metal that a variation of one cent per gallon had never been found to seriously affect gasoline consumption. It was pointed out that a similar tax is in effect in several places in the United States, chiefly towards the Pacific Coast, and that the money derived from motorists in this way was generally used to the advantage of this class in the building of better roads.

W. G. Robertson, Secretary Ontario Motor League is collecting information on the subject from other places where the plan has been tried out. He is of the opinion that the strips of tickets similar to the amusement tax would be the easiest and most effective way of collecting this tax. It was his opinion that while every increase or decrease in price affects consumption of gasoline to some degree that a tax of one cent per gallon, levied for the purpose of improving road conditions would not deter motorists from using their cars as much as ever and that the effect in this connection would be very slight. He pointed out that the Ontario Government was spending a very large sum of money this year upon road improvement in the province and that such work would prove of big help to the business of the province.

Importing Brass Munitions as Scrap

Concerning the article which appeared in November 12th issue of Hardware and Metal, pointing out that Canadian importers were handicapped when compared with importers of other countries in that they were not enabled to import brass cartridge cases, fuses, etc., as "scrap" brass, R. R. Farrow, Commissioner of Customs and Excise, Ottawa, Ont., has answered enquiries on this subject by Hardware and Metal, as follows:—

> "Item 348 (b) of the Customs Tariff provides for the entry free of duty of brass scrap and importations which are brass scrap in condition as imported are so admitted by this department. Whilst brass cartridge cases, fuses and other munition parts which have been crushed or otherwise rendered into condition of scrap would be admissible free of duty under the above mentioned tariff item, this department cannot admit to entry thereunder as being scrap, brass cartridge cases or other articles of brass which are not crushed or otherwise rendered into condition of scrap, simply on the ground that they are surplus materials and have been sold by The British Munitions Board or other foreign Munitions Boards at greatly reduced prices or at prices equivalent to those of scrap."

Estimating and Increasing Turnover

Following a New Method of Stock-Control a Remarkably Simple and Impressive Record of Turnover Can be Kept, and the Number of Turns can be Increased—The Number of Turns is Just as Vital As the Amount of Profit on Each Turn

THERE should be no difficulty in expressing the idea that the number of turnovers is just as vital to a business as the amount of profit on each turnover, says the New York Retailer: "If there are four turnovers in any given period the profit on the stock investment of twenty per cent., and if the number of turnovers is doubled the profit will be doubled, we are told by the Department of Domestic Distribution of the U. S. Chamber of Commerce," says the New York World Retailer.

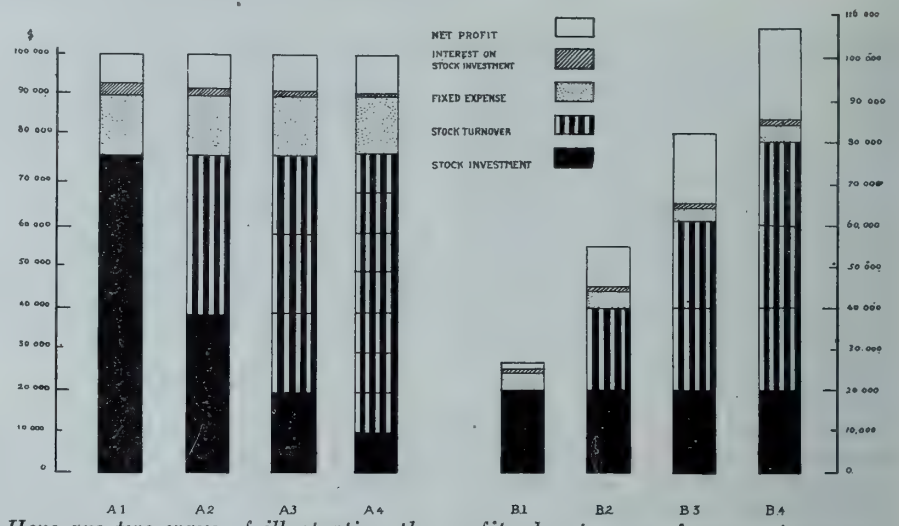
Many years ago merchants and manufacturers who had studied distribution with exactitude, as if it were a science or at least an art, learned that the rate of turnover is one of the most important factors in business. If all of its relations are taken into consideration perhaps it is the most important factor, except always an accurate form of cost accounting, without which it is almost inconceivable that any business, large or small, can be conducted really well. We use the expression "almost inconceivable" because we know that some business heads have not established cost accounting. This is not an argument against it any more than if a merchant does no advertising his failure to utilize this sales method is an argument against the need of publicity. If a business man does not keep his costs separated from each other, we are forced to ask:

How does he know when some of his expenses are too high?

Clear as the importance of the turnover appears and universally as it is accepted, there are frequent violations of its most fundamental principle—not to overbuy—even among comparatively progressive merchants. An addition to the cash discount or an attractive price concession sometimes will induce the purchase of considerably more goods than can be sold within a reasonable turnover period. This entails the likelihood that a season will pass leaving a costly lot of goods in stock and the resultant mark-downs and sacrifice sales as the only way of moving them.

It is, of course, possible to be too conservative and to buy less than could be sold. This is not really a serious condition because, unless transportation facilities are very poor or the distance from supplies is very great, a shortage usually can be made up in a few days and often in a few hours. Average conditions only can be discussed here. Special cases demand special methods.

When the various expenses and wastes involved in slow turnovers are stated separately the subject becomes



Here are two ways of illustrating the profits due to more frequent turnovers. Series A is based on a given period and shows how the investment and interest grow less while profit increases.
Series B is based on a given investment so that interest remains the same although profit increases.

even more easily understood. What are the elements in which losses due to slow turnovers may be found?

(a) Investment
(b) Interest
(c) Mark-down
(d) Salaries and wages
(e) Shelf or storage room
(f) Prestige-Reputation
(g) Inefficiency

An examination of these elements shows their relation to each other.

(a) Invested money is the source of profit which in turn depends upon the amount of goods in stock and upon the length of time which these goods are carried. It is evident that to double the turnover comes to the same thing as doubling the amount of stock without increasing the investment. Or, vice versa, one-half as many turnovers results in doubling the amount of money invested for the same quality of goods.

(b) Interest must be paid upon all borrowed money and most merchants are borrowers. If the turnover is reduced from a period of six months to one of three months the interest on a given loan is reduced in the same proportion.

(c) Mark-downs are required for three principal reasons:

1. The goods have proved unsaleable at the original mark-up.
2. Too many were bought and a change in the style or season has left some of them on the shelves—
3. With the result that they have been soiled, chipped, bent or otherwise defaced by frequent handling.

(d) Salaries and wages must be included because every operation in every establishment costs something. When an unprofitable operation is performed it represents a loss. Roughly these losses are due to:

1. Waste of time by management in reaching decisions as to when and what mark-downs are to take place.
2. Waste of time by sales force.
3. Rewriting tickets.
4. Rearranging goods for mark-down sales.

(e) Shelf or storage room is a definite part of the expense of doing business, and that portion which is devoted to slow-selling merchandise is wasted.

(f) Prestige-Reputation--for the high character or timeliness of merchandise is sought by most stores. There is a distinct waste measurable in dollars and cents when the reputation of an establishment is lowered by shopworn goods.

(g) Inefficiency always results in waste. The buyer whose judgment often is wrong usually makes the mistakes from lack of knowledge as to the stock and the speed or slowness with which it is moving. Frequent mistakes cause uncertainty in the mind of the one who makes them and tend to worse errors as time goes on, unless some measures are taken to make them improbable.

Have you ever figured or even estimated the amount of these costs in your own business?

More losses which take the form of waste may be thought of, such as insurance on mark-down merchandise and other overhead items, but these cannot be divided conveniently and only need be mentioned.

Playing for the Customer's Xmas Eye

Customer is Very Susceptible to Sales Arguments at Christmas —Hardware Store Can be Made Christmas Headquarters For Gifts For All Members of the Family—Planning the Window Display of Christmas Goods.

WITH Thanksgiving over, and the crisp cool mornings of November well upon us, we are reminded of the approach of the Christmas holiday season. The time of year that offers to the hardware merchant the possibility of a big volume of business. The season at which, more so than any other period, the merchant secures the amount of business he goes after. All merchants realize that sales are more easily made at Christmas time than at any other season because the customer is more susceptible to sales arguments. His or her mind is in harmony with the holiday spirit. The very thought of "Peace on earth, Goodwill to all mankind" has its moral effect on the buying public. This places greater responsibility on the efforts of the store, as a whole, whether an extensive trade will be enjoyed, or just the usual improvement over the previous quiet months. People may be in the buying mood, but where are they going to buy? The hardware store offers a variety of gifts for all members of the family and if this is brought home to the gift purchaser through window and store decorations and displays, accompanied by extra personal effort, the share of the holiday trade will be forthcoming.

Hardware as Christmas Headquarters

Both sex and age are usually fully represented in the seekers of Christmas gifts. The fortunate position of the hardware store is that its lines cover a wide variety of merchandise suitable for every representation. Cutlery, silverplated flatware and hollow-ware, brass goods, aluminumware and electrical goods are the most staple lines appealing to Christmas shoppers, but do not by any means constitute the full array of goods that will appeal to all ages of both sex. Toys and chinaware have been added by many enterprising hardware merchants in all parts of the country, also furniture and victrolas which are of all importance for holiday gifts. However, apart from these which might be termed "additions" we have skates, hockey sticks, sleighs, vacuum cleaners, carpet sweepers, polishing mops, and scores of other articles which can be brought to the front, and prove of great interest from now until the Christmas season is past.

"The Customer Sees You Through Your Windows."

Selecting gifts comes harder to some than to others, and many people almost dread the commencement of Christmas shopping. For no other reason, however, than that they find it very hard to select what they believe will be a suitable gift for the relatives or friends who must not be forgotten. Although there are those who do not find the art of selecting so troublesome, they too are glad of suggestions, and the merchant who offers these is always helpful.

Christmas shopping usually commences through the windows. Towards the latter end of November people are on the lookout, and early windows are here suggested to catch the earlier purchasers. It may be, the gift must travel a long distance before it reaches its receiver, and a decision may be reached for this article before an enquiry is made inside the store. Again, it is sur-

(Continued on Page 60)

Encourage Early Shopping For Christmas

A list of gift suggestions for father, mother, sister or brother is an effective means of stimulating trade in Christmas lines. Many Christmas shoppers look to the store windows as a means of suggesting suitable gifts and this is where the hardware merchant can cash in, by the display of a range of gift lines such as is made in the above display by J. H. Rush, Plummer Ferguson Co., Sault Ste. Marie, Ont., which won second prize in places of 5000 and over in the 1920 Hardware and Metal Christmas Window Contest.

News of Western Canada

Shovels and Heavy Hardware Decline

Said to Be Due to Receipt in East of British and French Goods — Week's Trade in Hardware Active—Collections in Good Shape—Christmas Trade Commencing

VANCOUVER, B.C.—Trading in wholesale lines has been unusually good in Vancouver during the last week but it is not due to any particular improvement in business conditions, which, however are not the subject of any complaint. On account of the washout of bridges on the Canadian Pacific and Candaian National lines, the mail service was badly disrupted and it is the accumulation of orders that is now being felt. This business comes chiefly from the Okanagan and Kootenay districts and along the main line of the C.P.R. as far as Revelstoke. For the first couple of days the postoffice held the mails, there being no effort to take advantage of the service afforded by the Great Northern to Spokane and from there, through the Crow's Nest.

Retailers and wholesale distributors alike, join in saying that their sales volume this year is quite satisfactory and collections are being regularly looked after by the buyers. Credit men are seeing to it that there shall be no recurrence of the boom days nine and ten years ago when almost unlimited credit was the order of the day.

Paint Movement Improved

Paint men report a slightly improved outward movement during the week and this is probably due to the favorable weather which has existed for the last seven or eight days. There have been no price changes and none are anticipated further than alterations in oils or turpentine from time to time. It is believed that paints will remain stationary until about the first of next May. Many retailers are specializing on room decoration materials and are reported to be having a considerable degree of success.

Slight reductions have been made effective in shovels and other items of heavy hardware this week on account of the receipt in the east of a quantity of British and French goocs which it is alleged have been dumped on this side at prices of which forced the manufacturers to reduce their lists to hold the trade.

Chimneys are a "shade" off but other lines remain the same as last week. Ladels, spoons, tubs and other articles of wooden manufacture are still firm although the trade has been looking for a drop.

With the cooler weather at nights there has been a good volume of trade in heaters, both electric and coal and repair parts have come in for their share of replacing orders.

Some orders have been received for seasonable Christmas goods particularly from the interior of the province consisting mainly of aluminum ware, nut crackers, cutlery and some lines of graniteware.

WESTERN CANADA NOTES

J. A. Hossack of the Lufkin Rule Co., of Windsor, Ont., was on the coast this week and expressed himself as well pleased with the condition of the trade here. He made the rounds of the trade.

Thos. Mortimer of Thos. Mortimer & Co., manufacturers' agents of Toronto was in Vancouver during the week calling on the distributing trade. He reported prairie conditions quiet due to the slump in wheat and oats.

C. C. Craig of the C. C. Craig Co., of Winnipeg spent several days of last week in various coast cities calling on the hardware trade.

W. J. Kilmer, hardware dealer of Spokane, was a visitor in Vancouver this week. Accompanied by his wife, he will sail on the Niagara on a trip to Australia. In the late '70s he was attached to the staff of the Manitoba Free Press in association with Frank Oliver.

It was sated in these columns last week that Alderman Owen of the hardware firm of Owen and McCallum would probably run for the mayoralty in Vancouver in the January elections. The alderman has now definitely announced he will be in the running. He has acted in this capacity on several occasions during the absence east and in Scotland of Mayor Gale.

At the quarterly meeting this week of the British Columbia Electrical Co-operative Association, it was decided to change the name to the Electrical Service League of British Columbia, to be more in keeping with the objects of the association. The league has connection with buying or selling. H. Pim of the Canadian General Electric Company and W. C. Mainwaring of the Northern Electric Company were the prime movers in the change.

Peace River, Alta.—J. H. Fraser has taken over new store premises and is commencing business with a complete stock of hardware, house furnishings and harness.

John Dunsmuir, director of Wood, Vallance & Leggatt presided this week at the opening session of the Y.M.C.A. special course on credits and collections. Mr. Dunsmuir is president of the Canadian Credit Men's Trust Association here and he is taking an active interest in everything which will tend to establish better credit conditions and in educating credit men to the advisability of coming into closer contact with their customers.

LOOKING TO THE FUTURE

Some support for the predictions being made by busines men that an improvement in business is to be expected in 1922 was given by Roger W. Babson, head of the Babson Statistical organization in a recent address in Montreal. On this occasion Mr. Babson outlined twelve periods which he claimed formed a business cycle. He showed how the country had experienced three such cycles, each requiring about fifty years to complete. In these cyles commodity prices rise for about twenty years and decline for thirty years. The twelve periods are as follows;—

1. The peak of prosperity, large profits, high wages; 2. Period of inefficiency, declining bond prices; 3. Period of dishonesty and profiteering, declining stock prices; 4. Periodical crime wave, declining commodity prices; 5. Lack of confidence resulting in unemployment; 6. Decline in real estate due to curtailment of living expenses and doubling up of families. This ends the general decline and improvement commences. 7. Thrift more evident, declining interest rates, banks loan money for building, 8. Greater efficiency in labor due to unemployment, increasing bond prices. 9. Fairer prices existing. Dollar reaches normal buying value. 10. Renewed religious interest, improved confidence, greater buying with firming of commodity prices. 11. Greater activity in all lines, labor fully employed. 12 Extravgance again in evidence, high interest rates. Cycle is completed.

It was the opinion of the speaker that we are now entering the sixth period and that the rapidity of recovery would depend upon districts and trades, those trades that were affected the earliest being the first to recover.

Hardware Business on a Cash Basis

Merchandising Problems of Merchants Located Long Distances From Source of Supplies When Declining Market is in Evidence —Necessity of Eliminating Bad Debts From Credit Business When Large Stocks Must be Carried to Give Service.

STARTING with a small shack, size 9x20, the Leith Bros., launched their hardware business in Prince George, B.C., in 1914, the year that steel was linked up on the Grand Trunk Pacific between Prince Rupert and Edmonton.

Times were good; money was plentiful and there was activity everywhere. In those days everybody did a credit business, and with money coming easily it was not hard for the customers to pay up their accounts. Seven years experience has now shown the firm, according to J. Leith, that a much smaller volume of cash business would show just as much net profit at the end of the year and save a tremendous lot of "grief".

Some of the problems of maintaining turnover at a profit when carrying a large stock on a price declining market are outlined herewith by the management of Leith Bros. hardware store, Prince George, B. C. Above is a view of the store showing part of the complete stock of hardware carried and the means used for displaying it. Modern showcases extend down the one side of the store displaying tools, chinaware, etc. Stoves, kitchenware and household utensils are grouped on the opposite side with some tables of seasonable lines down the centre. For the Fall shooting season a rack of guns faces the store entrance.

Discount on Purchases

At the present time, therefore, the business is being change went into effect on the first of October and for two months a ten per cent. discount on all purchases is being allowed, to help make the saving by cash purchase more apparent to the citizens of Prince George.

In commenting on interior business conditions Mr. Leith said; "You must notice in going around, that the retailers in the smaller, more remote centres must carry four times the stock to make the same yearly turnover that the city merchant achieves. Whereas the merchant in Vancouver or Montreal need not carry much more stock than he displays, buying from the jobbers at his door every day, we retailers in a place like this must lay in our stocks many months in advance and at all times carry stocks far heavier than we should. With the stock turned only half as frequently or only a quarter as frequently in many lines, our profits are considerably less even though we collect the high freight in full and get the fairest margin. It is most apparent during quiet times that losses due to credit account cannot be borne except out of net profits; and the amount of business that had to be done before the loss due to one bad account can be regained, is something to startle a merchant. Much better to be without a good share of the business altogether than to hire help, pay rent, light and heat, and conduct a regular enterprise and do a few thousand dollars worth of good business only to have a dead-beat rob you of the profit on all your efforts."

Consistent Advertising

Leith Bros. have always been consistent advertisers. You can pick up either of the Prince George papers and find their announcement of seasonable merchandise, or you can pick up the Directory of the Province of British Columbia and when you turn to Prince George, you have turned to the announcement of the service that Leith Brothers can be to you whether you intend to open up a tie camp or whether you are merely "hiking for the hill' with "grizzley bear blood in your eye."

One of the wisest moves that the merchants of Prince George have made to date, according to Mr. Leith, is the organizing of a local Retail Merchants Association, with a credit rating bureau. "Too bad we didn't have such a bureau functioning five years ago," said Mr. Leith, "but it will help from now on We have a very able credit manager in the person of Mr. Bunting, accountant in our competitor's store here, the Northern Hardware Company, and he will give the association good credit rating service."

WESTERN CANADA NOTES

The trade extends its sympathy to James Bending, Western Manager the Ideal Aluminum Products, Ltd., in the loss of his wife. Mrs. Bending was sick only for a few days.

James Bending, Western Manager the Ideal Aluminum Products, Ltd., is on a business trip to the head office in Toronto. He is accompanied by his daughter.

A. E. Wyatt, retail hardware merchant, Winnipeg, has moved from his former location and is now doing business at 312 Main Street.

COMMERCIAL TRAVELLERS ELECT OFFICERS

Montreal—At the annual meeting of the Dominion Commercial Travellers' Association, all officers were returned by acclamation. Those assuming the executive offices for next year are; Raoul O. Grothe, president; Frank Sumner, 1st. vice-president; E. Fred Dugan, 2nd. vice-president; Maxwell Murdock, treasurer.

Constituting the Board of Directors for the coming year, are Wm. J. Bryant. J. A. Giard, Geo. R. MacGregor, J. B. Poirier, R. C. Stewart, C. D. Bertrand, A. DesRosiers, R. A. Eaton, H. C. Hollond, John Perry and J. M. S. Carroll as past president.

The annual general meeting of the members will be held in the Windsor hotel on December 17.

Hardware and Metal

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Disarmament Conference

THE DISARMAMENT CONFERENCE, now proceeding in Washington, to which the representatives of the leading nations of the world have gathered, is the centre of the world's interest at the present time. Great results are expected from the deliberations being conducted, and if, as result of the conference, the world will be liberated from the yoke of terrific annual expenditures for the maintenance of armaments the gathering will have achieved its greatest object. The limitation of armaments among the nations of the world will remove much of the cause of friction which frequently is fanned into flame. With the dogs of war destroyed there will be much less likelihood of war. Another important phase is that the unending drain upon the nations' financial resources for the building and maintenance of such armaments will be stopped and much capital diverted to more productive channels with consequent aid to business in general.

As to the influence of the limitation of armament construction on the metal trades it is evident that preliminary reports have greatly exaggerated the probable effect. Analysis of the situation shows that in the United States the steel requirements of the Navy in the last five years equals about one-half of one per cent. of the finished output of the mills and for 34 years about one-third of one per cent. Judging by the size of the U. S. Navy this situation would probably be very similar in Britain, France, Japan and other leading naval powers. As a matter of fact the suggested limitation of naval construction has made a favorable appeal to steel manufacturers, because the initial effect would not be serious and the ultimate effect of the large release of capital and labor for merchant ship-building and other peaceful purposes, would be to help industry.

The Marking Act

WHILE THERE have recently been reports in circulation to the effect that the proposed regulations governing the marking of imports were to be postponed again from the date set of December 31, it would appear from a message received by Hardware and Metal from the Department of Customs, Ottawa, that no action has yet been taken along this line and under the circumstances importers are justified in making their plans accordingly. The message stated that no further postponement had been authorized by Order in Council and that the Act is effective from December 31.

Some relaxation is said to have been made in the regulations, however, as result of representations made by the U. S. Department of Commerce on behalf of U. S. firms doing business in Canada. This relaxation takes the form of a provision that no extra duty for failure in proper marking is to be imposed on goods imported into Canada prior to next July.

It was pointed out by the Department of Commerce that trade with Canada would be seriously injured were the proposed regulations to go into effect as announced. As result, assurances are said to have been given by the Canadian Government that the regulations will be materially modified. The revision of the regulations as applying to linoleum, oilcoth, carpets etc., were outlined in a recent issue of Hardware and Metal.

This regulation has caused great confusion among importers for they have not known what their responsibility would be in placing foreign orders for delivery during January and February and did not wish to face a penalty of 10 per cent. and the final necessity of marking imports here before they could be marketed. Such marking in Canada would, in the case of many lines, be well nigh impracticable. For instance in the case of cutlery and metal goods the majority of imports from England are marked "Eng." and this style of marking would be prohibited by the regulations.

The foregoing are only a few of the obstacles in the way of administering these regulations and it is to be hoped that before the law is applied in a hard and fast manner that it will be amended on the basis of information supplied by business men who know something of how such regulations will work out in practice.

Political Garbling

CERTAIN politicians in connection with pre-election addresses in various parts of Canada have made radical statements concerning the growth of combines under the tariff protection now afforded. The paint trade was mentioned in connection with this so-called "exposure," it being stated that as a result of the 30 per cent. tariff on paints one company was able to pay dividends on watered capitalization This and other statements were designed to show the thriving and monopolistic condition of this industry under tariff protection.

Any one who is acquainted to any extent with the paint trade of Canada is aware of the fact that this represents one of the most highly competitive industries in the country, there being approximately fifty-two separate companies engaged in the production of paints and kindred lines. Taking into consideration the different basis of gallon measurement in Canada and the United States, the average price of paint made in Canada and sold to Canadian consumers compares favorably with prices charged U. S. consumers by U. S. manufacturers. In fact it has frequently occurred that had U. S. paint been allowed to enter Canada duty free it could not have been sold in this country any lower than the Canadian product.

Paint manufacturers have done a great deal in the upbuilding of Canadian industry and if economies of operation and production have been brought about by the mergers which have taken place, such developments have resulted in advantage to Canadian consumers as well as to the industries involved. We hold no brief for mergers which become monopolistic and turn this situation to their own advantage but the allegations made by the politician in connection with the paint trade would seem to have little foundation in view of the facts outlined.

IT HAS BEEN reported that the co-operative stores operated by the United Farmers of Ontario are bankrupt. Whether or not this is merely a statement circulated by some political opponents of the U. F. O. it is nevertheless a fact that these co-operative stores have been losing money this year due to carrying heavy stocks, and even leaders among the farmers themselves agree that it would be advisable for such organizations to abandon retail selling.

Events in the Trade

BUSINESS CHANGES

Ottawa, Ont. The hardware stock of D. Gosselin (Est. of) has been sold out.

Dutton, Ont.—John A. Campbell (Est. of), hardware, has been sold to W. Patton.

Glencoe, Ont.—J. W. Edwards who has recently disposed of his hardware at Glencoe, Ont., moved this week to Strathroy where he has purchased the grocery business of J. Davis.

NEW FIRMS

Long Branch, Ont.:—Chas. McFarland has commenced hardware business here.

FIRE LOSS

Montreal, Zenophile Boudreau hardware merchant has suffered loss through fire.

OBITUARY

Kingston, Ont.—Frank V. Samwell, owner Dominion Supply Co., wholesale and retail hardware, is dead.

In the death at London, Ont., of Thomas Bryan an outstanding figure in the brush manufacturing business is removed. Mr. Bryan was the founder of the London Brush Manufacturing Company and was for many years manager of the business.

PERSONAL

W. B. Pickard, head of the hardware department of the T. Eaton Co., Winnipeg, Man., was a visitor in Toronto this week.

F. J. Penberthy, general manager Lowe Bros., Co., Toronto, has returned to business after a prolonged illness due to influenza.

At the annual meeting of the Merchants Association at Fergus. Ont., J. Imlah of Imlah Bros., hardware, was elected as second vice-president. A motion was carried to boycott any wholesalers who sell direct to consumers.

J. B. Adamson of Orangeville is one of the active workers in a project for the erection of a new skating rink for the town. At a meeting of those interested it was decided to form a company and Mr. Adamson was elected to the directorate.

George Henderson, president Brandram-Henderson, Limited, is visiting Toronto and Chicago this week. In the latter city Mr. Henderson will attend an executive meeting of the National Paint, Oil and Varnish Association, to which he has been elected Canadian vice-president.

Maurice Gonon representing Societe Generale de Coutellerie & Orfevrerie, Paris, France, called on the Montreal office of Hardware and Metal this week. This firm is now arranging for a Canadian agency for their line of silverware and cutlery.

Among the men elected as officers of the Association of Canadian Advertisers, at their annual convention in Toronto were the following;—H. S. Van Scoyoc, Canada Cement Co., Ltd., Vice-President H. E. Mihell, Imperial Varnish & Color Co., Toronto, Vice-President. D. George Clarke, McClary Mfg. Co., London, Ont., is a member of the Board of Directors.

INCORPORATION

Prest-o-lock Company of Canada, Ltd., has been incorporated in Ontario with head office in St. Catharines, Ont., and capital of $50,000 to manufacture automobile locks, more particularly the Prest-o-Lock.

GARFIELD HOOD

For a number of years connected with The Steel Company of Canada Limited, latterly at the Swansea office of the company in Toronto, who, as announced in last week's issue of Hardware and Metal will take over the position of sales manager of the Ontario Steel Products Company, Gananoque, Ont., at the end of this month.

Floor Coverings Ltd., has been incorporated in Ontario with capital of $40,000 and head office in Toronto to manufacture and deal in linoleum, oil cloths and other floor coverings, leather goods, utensils, etc.

Rice Wire and Metal Goods, Ltd., has been incorporated in Ontario with capital of $50,000 and head office in Toronto, to manufacture and deal in wire and metal goods.

WHITES LIMITED ONTARIO DISTRIBUTORS

Collingwood, Ont.—Whites Limited has been appointed distributors for the Province of Ontario for the ranges and heaters manufactured by Dominion Stove and Foundry Co., Penetang, Ont. Up until the present these products have been marketed by the manufacturer in Ontario, and formerly the whole output of this plant was handled by one Western Canada wholesale hardware firm.

TRUE BILL AGAINST BRENNER COMPANY OFFICIALS

The Grand Jury has brought in a true bill against Nathan Brenner, Meyer Brenner and Gordon Blackford, of the defunct firm of N. Brenner & Co., Toronto, metal dealers, who are charged with the theft of some $700,000 from the company, in addition to various other charges involving falsification of books, concealment of assets and conspiring to defraud creditors. The Grand Jury has returned a true bill upon all counts of the indictment. The Crown has asked that the case be traversed to the next sitting of the Criminal Assizes in January.

ROBT. B. EMERSON IS DEAD

St. John, N.B.—Robert Bickerdike Emerson, senior member of the hardware firm of Emerson & Fisher, Ltd., is dead after a long illness. He was 73 years of age, and has for some years been an outstanding figure in the hardware trade of the Maritime Provinces. His partner, W. Shives Fisher, is President of the Canadian Manufacturers' Association. Mr. Emerson was formerly President of the Board of Trade and Chairman of the School Board. He was President of the Natural History Society. He was an active Conservative.

He leaves his wife, three sons and a daughter, Mrs. George H. McCallum of Ottawa. C. Sydney Emerson of Belbutte, Sask., is one of his sons.

Christmas Window Contest

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Monday, January 2. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one

Test Your Salesmanship

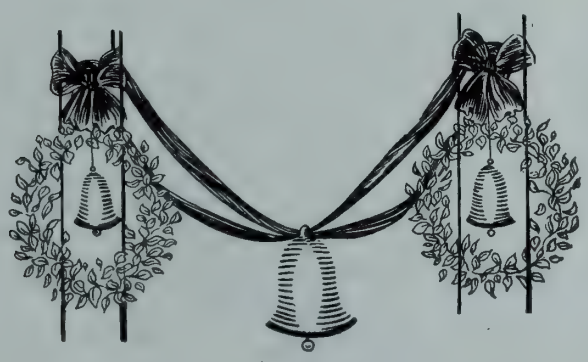
EVERY retail salesman of hardware has a certain pride in his ability to secure the prospect's interest and develop him into an enthusiastic customer, but no matter how competent we may be in that direction there is still something for us to learn.

Participating in the annual Hardware and Metal Christmas Window Contest is a splendid means of comparing selling ability through the medium of the window display. This is a good opportunity to test out your original selling methods and see how they compare in effectiveness with those adopted by other merchants.

What It Means To You

To be a prize winner or to receive honorable mention in this contest is indicated by the fact that the contestants who have won honors in this contest in past years have achieved substantial benefit from the encouragement given them in arranging displays and also from the wide publicity given the results of the contest.

Former participants who have been runners-up in previous contests will benefit from the comparing of their window displays with prize winners, and new entries are wanted from merchants or their retail salesmen in all parts of Canada. Don't forget GET YOUR ENTRY IN EARLY.



The Automobile Tire Situation in Canada

Recent Lowering of Tire Prices in U.S. May Be Only Temporary Development—Canadian Tire Prices Said to be in Keeping with Replacement Costs

SEVERAL of the tire manufacturers in the United States have recently reduced prices on their products ranging from 10 to 30 per cent. This information has been conveyed in reports recently received from southern markets, and in discussing with Hardware and Metal the possibility of this recession in tire prices being followed on the Canadian markets, officials of large tire manufacturers stated that no decision had, as yet, been reached in this connection.

"The situation in the U. S. field as regards reductions in tire prices," according to H. C. Lower, General Sales Manager, Goodyear Tire & Rubber Co., Toronto, "seems to be based upon rather false conditions, and may only be of a temporary nature. It is doubtful, at present, whether Canadian tire manufacturers would endeavor to follow this development, or attempt to adhere to a more even trend." In this connection, it was pointed out that present tire prices are well down to normal, and generally considered to be well in keeping with replacement costs, and the raw material markets.

"The condition in the States is not always an indication of the general market trend" stated the Asst. Gen'l Sales Manager, of the Dunlop Tire Co., Toronto. Mr. Mac Campbell indicated that a rate war was in progress, with the object of apparently squeezing out the smaller manufacturers. A continuance of the market prices on tires in this direction might eventually force some lowering in Canadian tire quotations; but producers and distributors do not look for any general price changes, at present. According to Mr. Mac Campbell, manufacturers here have no indication of any contemplated revision, but as he stated "there is no telling from day to day just what might develop. The present basic market conditions hardly warrant further reductions," he added.

On the other hand, the general tendency lies in the direction of an easier level on tires, especially with the advent of the quieter period and slackening demand for products of this nature. One primary motive towards lower quotations is stated to be the present stocks of tires, which are described as heavy. These supplies, together with the large quantities of inner tubes now on hand. represent much capital tied up. Therefore, it is expected in some quarters, that sooner or later some determined efforts will be made to move these accumulations now on hand in factories and warehouses.

Propose Control of Rubber Market

World-wide Depression in Rubber Industry Necessitates Formation of Organizations To Encourage Wider Use of Rubber Products

THE depression in the world rubber trade for the last 19 months has had a great effect on the price of crude rubber and has brought about a situation of interest to every purchaser of that commodity.

Between January 1, 1920, and July 28, 1921, the London stock of crude rubber climbed from 21,992 tons to 70,859 tons; in the same period the price declined from 2s. 10½d. (70 cents) per pound to 9 pence (18 cents). As it is estimated that rubber laid down in London generally costs well above that figure, it will be seen that rubber production today is decidedly a losing proposition.

Two remedies for this present trouble have been proposed by the Rubber Growers' Association (British) — restriction of output and increased use of cheaper rubber. This organization also proposed the formation of the Rubber Producers' Corporation (Ltd.), whose fivefold purpose is stated as follows:

(1) To control the rubber output of its members.

(2) To fix the selling price and regulate the sale of the rubber produced by its members.

(3) To regulate the opening of further rubber lands by its members.

(4) To purchase or make advances on the rubber harvested or to be harvested by its members.

(5) If deemed desirable, to make advances on security and on terms to be agreed to approved rubber estates belonging to its members.

The proposal also includes a scheme for the formation of a similar Dutch Company, which would control a large percentage of the Netherlands East India rubber acreage. A working agreement between these two corporations is to provide the organizers with the control of rubber production.

Some producers feel that more satisfactory relief from the present period of overproduction, or underconsumption as it is sometimes called, can be found in the increased use of rubber. Cheaper rubber, it is thought, should result in more popular uses for it, which will mean to the producer a smaller profit on larger quantities, instead of larger profits on smaller quantities, as the corporation scheme proposes.

Recently the Rubber Growers' Association offered a list of cash prizes totaling $5,000 for the best suggestions for new uses of rubber. Improved roadways, ruber linoleums, etc., shown at the Rubber Exhibition in London, indicate the lines which new uses of the cheapened raw material are likely to follow.

Opinion in London is quite unanimous that rubber has "not turned the corner as yet," but it is generally felt that the worst is over.

Canada Good Market For Rubber Goods

The Province of Quebec offers a splendid market for rubber tires. Recent statistics show that the total number of Motor vehicles registered in 1920 on the island of Montreal was 19,443. This included 13,898 touring cars, 1,537 roadsters, 2,746 trucks, and 1,262 motor cycles. Registered touring cars increased in 1920 over the previous year by 3,663, roadsters by 156, trucks by 1,014, and motor cycles by 373. In the entire Province of Quebec there were registered in 1920 47,730 automobiles and motor trucks, an increase of 18,547 over the previous year. These figures show the great rate at which the number of motor vehicles is increasing in Quebec and give an idea of the extent of the market for rubber tires and tubes in only one Canadian province

With a tariff of 35 per cent on rubber tires it is difficult for American manufacturers to compete with those situated in Canada, especially at present with a premium on American funds. In spite of the tariff and exchange situation, American tires are still imported, the total value of solid rubber tires, casings, and tubes for pneumatic tires coming into Canada from the United States in the 12 months ended March 31, 1921, amounting to $2,193,992.

A considerable part of the tires imported from the United States come in as original equipment on American-made cars, and repeat orders are frequently given for them if found satisfactory, particularly for imported cars of the expensive type, the purchasers being willing to pay more to get the tires that suit them. Solid tires for trucks are still imported from the United States to a considerable extent, since a full range of sizes is not yet manufactured in Canada.

In 1919 there were manufactured in Canada:

	Number	Value
Automobile tires, casings all sizes,	1,293,007	$23,298,673
Rubber tires, all sizes, ...	1,117,913	2,892,487
Rubber tires, solid,	158,781	510,942
Motorcycle tires ..	8,586	74,131
Motorcycle tubes .	8,717	12,396
Bicycle tires	185,613	244,521

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

PRICE changes on the hardware markets this week are of particular interest, and several absorbing developments are recorded. One of the feature revisions provides lower quotations on many lines of galvanized products, such as corrugated sheets; eavestrough, both ridge roll and valley; conductor pipe, and elbows; galvanized siding and shingles. Other reductions cover "S" wrenches, both nut and pipe; Samson car movers; both lap-weld and seamless boiler tubes; Canadian makes of pocket knives; carpenter's pincers; and railroad spikes; while one line of tools shows a 10 per cent. reduction.

The fourth successive price decline this season on building papers, both dry and tarred; sheathings, and tarred felt, is announced on eastern markets. This development is attributed to competitive conditions in that locality, but whether the tendency to lower prices on these products will spread and the reduction become general, is a factor being closely watched by the trade.

An easier tendency is also noted in some quarters on soil pipe and fittings; while other quotations remain steady. The influx of materials being placed on the markets through War Disposal Boards has now been recorded in British Columbia circles, where alleged foreign quantities of shovels and scoops have forced Canadian manufacturers to lower prices to meet this style of competition.

Quietness again reigns in the scrap material markets. The prevailing interest in ingot metals once more centres around copper, this metal having established signs of recovery in both inquiry and price. The business horizon continues to improve, with the basic contributory elements of confidence and optimism being substantiated by trade activity in general, and preparations for seasonal briskness in particular.

MONTREAL MARKETS

MONTREAL, November 17.—A long list of price revisions attract attention to the hardware markets this week. All changes, with the exception of coal oil, which is now quoted one cent per gallon higher, are in a downward direction, and many important staple lines are affected. The feature change is perhaps on building papers, both tarred and dry, sheathings and tarred felt, practically all grades and weights being shown at reduced figures. Another important decline is in the prices of galvanized products. Eavetrough, conductor pipe, conductor pipe elbows, siding, shingles, and corrugated sheets are all quoted at lower levels. Eavetrough and conductor pipe will now sell at less 70 per cent; elbows at 60 per cent. off; while galvanized shingles and siding are lowered 50 cents per square, painted siding 25 cents a square. Corrugated sheets have new lower list prices, the reduction ranging from 7 to 12 per cent. Soil pipe and fittings will now cost considerably less through the changing of discounts, and boiler tubes also come under a revision this week. A slight reduction is made in black sheets, while both glass and metal wash boards show new lower prices. Pocket knives of Canadian manufacture are approximately 10 per cent. lower. Curry combs have new lower prices and "S" wrenches are reduced about 10 per cent. L. S. Starrett line of tools also shows a price decline of approximately 10 per cent. on the many tools.

"S" WRENCHES ARE LOWER IN PRICE

Montreal

New lower quotations are now given on the various sizes of pipe and nut "S" wrenches. Following are net prices on sizes of both kinds;

"S" WRENCHES—	Nut.	Pipe.
6 inch, per dozen	10 00	10 60
8 inch, per dozen	12 60	13 20
10 inch, per dozen	14 80	16 00
12 inch, per dozen	22 80	24 00
14 inch, per dozen	30 50	31 80

CURRY COMBS HAVE NEW LOWER PRICES

Montreal.

A reduction of approximately 10 per cent is shown on curry combs, and following are prices and discounts on some of the well known lines;

CURRY COMBS—No. 127, $3.80; No. 121, $2.86; No. 101, $2.36; No 111, $2.64

CATTLE COMBS—No. 98, $3.40; No. 100, $4.80.

Less 40 per cent.

EAVESTROUGH, CONDUCTOR PIPE AND ELBOWS REDUCED IN PRICE

Montreal

Through a change in discounts, net prices on eavetrough, conductor pipe and conductor pipe elbows have been lowered in price. The discount on pipe and trough is now 70 per cent, formerly being 60—10 per cent. Elbows will now sell for 60 off, former discount being 55 per cent. Price declines are annouced on these lines to keep pace with the trend of the plain galvanized sheets which have been on an easier market since the last revision made in the above products.

The recent first touch of winter weather has had its effect on the current movement of eavestrough, etc. Sales are now reported as showing a decided falling off in the past two weeks. Business has, however, been fairly well maintained all during the late summer and fall months in comparison with other years. Following are list prices and revised discounts;

EAVESTROUGH—

O. G., Square Bead, per 100 ft., 8 inch, $15.90; 10 inch, $17.70; 12 inch, $21.20; 15 inch, $28.80; 18 inch, $36.80.

O. G. Round and Half Round, per 100 ft.—8 inch, $16.90; 10 inch, $18.70; 12 inch, $22.20; 15 inch, $29.80; 18 inch, $37.80.

CONDUCTOR PIPE—2 inch, $18.40; 3 inch, $22.30; 4 inch, $29.60; 5 inch, $40; 5 inch, $49. Discount 70 per cent. off list.

CONDUCTOR ELBOWS—

Plain round or round corrugated:

2 inch, list	$ 5 25
3 inch, list	6 00
4 inch, list	10 50
5 inch, list	24 00
6 inch. list	29 00

Less 60 per cent.

REDUCTION ANNOUNCED IN WASH BOARD PRICES

Montreal

New lower prices are announced on both metal and glass wash boards. The reduction is uniform on both boards, notwithstanding glass used in the manufacture of the glass boards shows very little reduction. Following are new prices on some of the well know lines;

WASHBOARDS—	Ont. and Que.	Mar. Prov.
Glass	8 00	8 50
Royal Globe	5 25	5 25
Waverly	5 25	5 50
Baby	2 4	2 60

BAR IRON REMAINS AT PREVIOUS DCELINE

Montreal.

No further change is announced in quotations of bar iron and steel since the revision on all grades last week. There is also no new developement in market conditions in general, the easier tone remaining. At primary sources a seasonable quietness now adds to the former situation, although a buying movement is reported in certain lines of the industry. Locally, business is fairly quiet, due to the absence of the larger contract work. Dealer purchases are fair, however, and one large jobber states that while large orders are not obtainable, the smaller trade is being kept up to expectations when trade conditions in general are considered. Little improvement is now looked for until after the turn of the year, when it is felt that present price levels should offer a stimulus for increased sales. Following are present quotations.

Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Slighshoe steel	2 90
Tire steel	3 10
Toe calk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

BUSINESS VERY QUIET IN WASTE MATERIALS

Montreal.

Dealers in scrap report very little change in the market from last week, with prices remaining normally unchanged. With the season now well advanced, little hope is held forth for increased business during the winter months. Prices are considered inducement to stimulate business at the present time. Local prices given are as follows:

Automobile tires		0 75
Rubber shoes		0 02½
Yellow brass		0 05
Red brass		0.08½
Light brass		0 04
Scrap zinc		0 03½
Lead, heavy		0 04
Lead, tea		0 02½
Light copper		0 07¾
Heavy copper		0 10½
Wrought iron, R. Rd., No. 1 per gr. ton		10 50
Malleable scrap (ton)		10 50
Pipe scrap (ton)		7 00
Heavy melting steel	7 50	8 00
No. 2 busheling.		4 00
Boiler plate		8 00
No. 1 machinery cast		20 00

BLACK SHEETS SHOW A SLIGHT REDUCTION

Montreal.

Curent quotations on all gauges of black sheets show a slight decline this week. The reduction is very small, averaging 5 cents per 100 pounds, and is made by only some distributors while others are maintaining the former levels.

All other sheets remain nominally unchanged with conditions at the mills dull in most instances. There is an increased buying movement reported in bright tin plate, due to canners placing contracts for their containers. The season for Canada plate is now well spent and business in galvanized sheets is of a spasmodic nature, one week bringing increased sales, followed by a quieter period. Distributors now look for a little improvement until after the close of the year. Current prices are as follows;

BLACK SHEETS

10 gauge	4 25	4 65
12 gauge	4 35	4 75
14 gauge	4 50	4 85
16 gauge	4 50	4 95
18-20 gauge	4 75	5 20
22-24 gauge	4 85	5 35
26 gauge	4 90	5 40
28 gauge	5 00	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 85	7 75
28 gauge	6 45	7 35
26 gauge	6 15	7 00
22-24 gauge	5 95	6 75
20 gauge	5 80	6 60
18 gauge	5 80	6 50
16 gauge	5 70	6 50
14 gauge	5 60	6 50
12 gauge	540	6 50
10 gauge	5 30	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
18-20 gauge	6 35	6 50
22 gauge	7 05	6 65

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

NEW LOWER LIST ON CORRUGATED SHEETS

Montreal.

Accompany other products of the galvanized iron, new lower prices are announced on corrugated sheets. The trade discount remains unchanged, but list prices have been reduced on all gauges. The amount of reduction varies on the different gauges, but is from 7 to 12 per cent. Sales of corrugated sheets have eased off considerably wth the appearance of winter weather, this lack of demand no doubt assising towards the present lower quotations. The chief factor however, is said to be the easier trend of the plain galvanized sheets, distributors of corrugated being anxious to keep in line with the plain sheet market. Following are the reprices:

Corrugated—	
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

PRICE REDUCTION AGAIN ANNOUNCED ON BUILDING PAPERS

Montreal

The trend of the market on building papers and sheathings is clearly defined in the announcement of another decline in prices. This is the fourth successive reduction made in these products only last month a revision was recorded on many of the same lines as are now shown at lower figures. The revisions now affect No. 1 dry fibre; No's. 1 and 2 tarred fibre; dry and tarred heavy straw sheathings and tarred felt in all weights. Following are present prices;

PAPER—	Per 400 ft. roll
Dry Fibre, No. 1 Anchor	1 25
Do., No. 2 Anchor	0 70
Do., No. 2 Elephant	0 70
Tarred Fibre, No. 1 Anchor	1 35
Do., No. 2	0 85
Elephant Brand, tarred, No. 2	0 85
Surprise Fibre	0 80
Stag Sheathing	0 80
Cyclone, dry	1 25
Do., tarred	1 35
Joliette Sheathing	0 70
Do., tarred	0 85
	Per 100 lbs.
Monarch Sheathing, white	5 75
Do., gray	4 75
Straw Sheathing, heavy dry	3 15
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 75
Imp. Grey Sheathing	4 75
Scythe Brand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	7 25
Asbestos Sheathing	10 00
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

LEAD PRODUCTS REMAIN ON A FIRM BASIS

Montreal.

Quotations on lead and zinc products are firm and unchanged. Current business in the various lines shows a slight improvement, but it has been noticeable that these products have been on a more or less irregular market all season. With the approach of winter weather, a little improvement can be expected. The tendency of the market is one of firmness, although no actual change is yet in sight. Following are present quotations;

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11½
Do., broken lots	0 12

Continued on page 53

To the Paint Dealers of Canada

NAAMLOOZE Vennootschap **„Le Ripolin"**, Amsterdam, Paris and London, through a stock interest, have become associated with The Glidden Company and its affiliated Companies and transferred to this great paint and varnish organization the Canadian rights for the manufacture and distribution of Ripolin Enamel Products.

Ripolin is the original Holland enamel. Its secret process, which has never been duplicated, was developed more than thirty years ago by Riep, Holland's celebrated paint chemist. Ripolin is today the leading enamel paint in all European countries. It has won recognition throughout the world for its enduring and satisfying quality.

Since the first introduction of Ripolin in Canada, it has been used in buildings of the finest type, in Canada's most beautiful homes, in hospitals, hotels, commercial structures, college buildings and institutions. During the great war, the production and Canadian importation were necessarily curtailed. But the demand has steadily increased. Our association with the affiliated Glidden Companies (listed herein) has therefore been formed for the purpose of providing the Canadian paint dealer with direct, "close at hand" and economical Ripolin service through an established chain of distributing facilities.

The Glidden Company will manufacture Ripolin under our direction and in exact accordance with our secret processes and formulae so that all dealers and users can be assured of having genuine Ripolin at prices in fair relation to the cost. In order that our trade may be properly supplied until such time as manufacturing plans in Canada can be fully developed, The Glidden Company has taken over our Canadian stock and has imported a very liberal stock direct from Holland.

We take this occasion to express appreciation for the interest of our patrons during the last eighteen years of Ripolin importation and to bespeak a continuance of that support for our Canadian associates.

Naamlooze Vennootschap „LE RIPOLIN"
Amsterdam Paris London

RIPOLIN

THE ORIGINAL HOLLAND ENAMEL PAINT

The Story of

It happened in Holland—thirty years ago. Riep was looking for a job. He had been turned down many times that day, but our Holland paint chemist was of the "never say quit" type, and his oft expressed claim, "I can make an enamel that will stand outside exposure; I can give you an enamel that no one can duplicate", was finally challenged by an old Holland paint maker in Amsterdam.

So Riep went to work. The deliberate methods of the old country gave him all the time he needed. But Riep could not hurry. It wasn't in his make-up. He took his own time and carried on his experiments and tests in secret. A month passed. Then two more without result. And another. But at the end of the fifth month Riep was ready. He was confident of the result.

Riep Made Enamel History

The final tests were made and the results proved Riep's claims to be well founded. *A new kind of enamel had been discovered*—a white enamel that would pass many more tests than Riep had promised. It *would* stand outside exposure. The white *was* the clearest and purest white that had ever been produced. It *could* not check or crawl. It met the most exacting requirements in working, drying, covering, spreading and wearing properties. IT COULD NOT BE DUPLICATED THEN *and never has been equalled since.* Riep produced the original Holland enamel paint.

Because of the wonderful "long oil" qualities of Riep's invention it was first called Riep's Oil. Then these two words were combined in Riepsol, from which the name Ripolin was finally evolved.

The Small Beginning of a Great Success

Little by little Ripolin added to its reputation in Holland. Its remarkable qualities soon became known in other countries. England and France were the first to enthusiastically accept it. Ripolin quickly found its way into the hands of the best European decorators who carried it into the finest branches of their work. It was a delight to the old country workmen. Wherever the tourist may go Ripolin will be found on the old familiar landmarks, where it has given service for many years, as well as in the newer historical buildings.

Palace of Peace, The Hague, finished with Ripolin

The Glidden

Toronto

Branches at

The Adams & Elting Company

Toronto, Ont.

RIPOLIN

The Original Holland Enamel Meets Instant Canadian Success

Eighteen years ago Ripolin came to Canada. It met with immediate recognition among the discriminating architects, decorators and master painters. Efforts to imitate it by Canadian manufacturers were futile. Today its process still remains a "secret". Through a recent market investigation Ripolin has fully demonstrated its absolute leadership. Every important city of Canada has its Ripolin examples. Every city has its expert workmen who know the worth of Ripolin and who will testify to its wonderful qualities.

Prominent buildings of every type in Europe as well as in Canada and the United States furnish conclusive proof of Ripolin serviceability.

Ripolin Reputation the Dealer's Asset

The story of Ripolin in Canada is a story of a continuous procession of one successful operation after another. In the most beautiful of Canadian homes, in banks, hotels, apartments, office buildings and public institutions, in colleges and hospitals, wherever there is need for enameled surfaces of beauty and long life, Ripolin will be found in use.

Now this reputation is to be made an even greater asset for the Canadian paint dealer. Ripolin will be distributed throughout the Dominion by the Greater Glidden Organization. It will be available in every locality—delivered with dispatch and at lowest possible freight rates. The needs of every possible customer of the Ripolin dealer will be fully satisfied.

Ripolin Will Be Extensively Advertised

Advertising will carry the Ripolin message from one end of the Dominion to the other. Local helps of every worthy type will be furnished the dealer. Beautiful plates will be sent to the Architect. Painters and Decorators will know of Ripolin progress by direct promoting methods. The demands of the Canadian home for *the true enamel result* will be focused upon Ripolin dealers. *Ripolin reputation will be a very real asset. Write today for price list and merchandising data.* Address that constituent of the Glidden organization most conveniently located or the one with whom you now have trade relations.

Hotel Astor, New York City, finished with Ripolin

Company, Limited

Canada

Montreal and Winnipeg

The Heath & Milligan Mfg. Co.

Winnipeg, Man.

Ripolin Quality Rules the Price

AND always will. But Ripolin prices will always be placed at the lowest possible point consistent with the *established quality*—they will represent a handsome net profit for the dealer because the continuous, steady demand for Ripolin will mean frequent turnover.

Ripolin will always cost the consumer slightly more than other enamels—imported or Canadian made—when measured by the gallon. Its quality—its high character demands the use of certain definite materials, *aged*, *treated*, *ground*, *prepared* by a secret process, and these highest grade materials cost more. But when measured by performance, enamel users cannot buy a product that will give the same year-by-year economy. The difference in cost per gallon or quart is quickly offset by great spreading and covering capacity and then offset again and again by the *long life* of Ripolin.

A Word to Present Ripolin Dealers

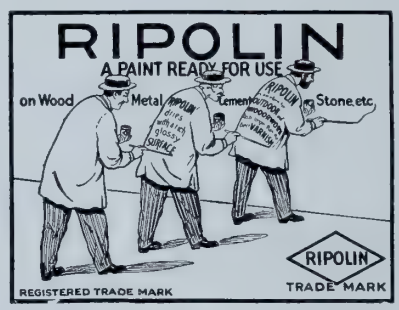
Your Ripolin requirements will be supplied without interruption. You will now have the full advantage to accrue from Dominion-wide distributing facilities. Your shipments will be made from the most advantageous shipping points—at the lowest freight cost. A most complete and efficient organization is at your service.

A Word to Prospective Ripolin Dealers

The story of Ripolin brings unusual profit opportunities to you. It will be still more convincing when you have prices, discounts, merchandising data and our quick-selling plans before you. You can quickly have this information by merely dropping a postal to any one of the well known companies listed below. The salesman or salesmen that cover your territory are ready to serve you in the buying of Ripolin and then *in the selling of Ripolin.*

The Glidden Co., Limited
Toronto, Ont.

Branches at
Montreal and Winnipeg



The Adams & Elting Co.
Toronto, Ont.

The Heath & Milligan Mfg. Co.
Winnipeg, Man.

MONTREAL MARKETS

(Continued from page 48)

SAMSON CAR MOVERS NOW $75.00 DOZEN

A reduction has been made in the price of the Samson car movers, and these are now quoted at $75.00 a dozen.

BOILER TUBES COME UNDER A REVISION

Montreal

A revision is made in all sizes of Lapweld boiler tubes, also in 2½ inch and larger Seamless tubes. Revised prices are in all cases in the nature of a reduction which varies according to size. This price change is said to be in accordance with the general easier movement in the steel industry, but governed by local stocks where dealers are apparently anxious to keep well in line with the trend of the market. The buying movement in tubes is rather spasmodic, although on the whole remains seasonably dull. Following are revised prices on the various sizes;

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	....
1¼ inch	24 50	....
1½ inch	24 00	....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2* inch	32 50	24 50
3 inch	40 00	30 50
3 inch	52 50	34 75
4 inch	65 00	44 00

RANGE BOILERS SHOW NO CHANGE

Standard list on all sizes of range boilers remains unchanged, with practically all manufactuers and jobbers maintaining these prices. The recent cutting of prices, especially on the 30 gallon boiler, has almost ceased, although an isolated case is reported where this size can still be purchased for a lower figure. Sales are continuing with little change, being chiefly of small quantities;

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
52 gallon	21 00	26 00
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

LOWER PRICES IN SOIL PIPE AND FITTINGS

Montreal.

Through an increase in discounts, quotations on both soil pipe and fittings have been reduced in price. The 2 and 3 inch pipe shows an approximate reduction of 15 per cent., and 4 inch nearly 17 per per cent. Larger sizes, 5 and 6 inch, do not record qiute so extensive a decline, while all sizes of fittings are now quoted 10 per cent. lower. There is a fair amount of activity in soil pipe at present, the demand no doubt assisted by the approach of colder weather. when the frozen ground will not permit the laying on such an extensive scale. Following are revised discounts;

SOIL PIPE—	
2 and 3 inch	45%
4 inch	50%
5 and 6 inch	45%
Fittings—	
2 to 6 inch	50-10%

COAL OIL PRICE ADVANCED ONE CENT

Montreal.

Following the trend of crude oil, is advanced one cent per gallon, bringing the quotation now to 22 cents. Gasoline prices are holding unchanged for the present.

STARRETT'S TOOLS ARE REDUCED IN PRICE

Montreal.

The L. S. Starrett line of tools will now sell for less, a reduction of approximately 10 per cent being announced on the many lines.

SIDING AND SHINGLES SHOW REDUCTION IN PRICE

Montreal.

The general reduction in products of galvanized sheet manufacture has also reached siding and shingles. Painted siding is reduced 25 cents per 100 square feet, galvanized 50 cents square. Shingles shows a decline of 50 cents per square.

PIPE FITTING PRICES HOLD

Montreal.

Discounts and net prices on both malleable and cast pipe fittings remain unchanged this week. The current movement also shows very little change, orders being small and sorting character among the various kinds and sizes, Following are prevailing prices;

FITTINGS—		
Cast Iron fittings		20%
Bushings, cast		27½%
Do., malleable		25%
Flanges		37%
Plugs		27½%
Flange unions		22½%
Malleable unions		42½%
Dart unions, black		33
Do., galvanized		13
Nipples, ⅛ to 4 in, close and short		50%
Do., long		60%
Do., 4½ to 8 in., close and short		40%
Do., long		50%
Couplings, 4 in. and under		30%
Do., 4 in. and longer		10%
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

CANADIAN POCKET KNIVES ARE NOW LOWER IN PRICE

Montreal.

Pocket knives of Canadian manufacture, the products of the Canada Cutlery Company, will now sell for less. In the new quotations, all lines are reduced approximately 10 per cent.

MAY BE SHORTAGE OF GLASS OVEN WARE

Montreal

With the approach of the Christmas season, sales of glass oven wares are reported more and more active. Stocks of this line are said to be none too ample, and a shortage may occur before the busy holiday season is over if an improvement in deliveries from the manufacturers is not forthcoming.

FEW CHANGES IN INGOT METALS

The ingot metal markets are more or less featureless, with very few changes in prices and the volume of business perhaps a little less than recently. Indications point to no marked change taking place in the near future.

TIN—There has been a slight improvement in London, and the market here is also higher owing to the advance in Sterling exchange. Opinions seem to differ as to the future of this metal, but it is probable it will work higher after the turn of the year. Local price 35 cents.

COPPER—The New York market seems to be slightly firmer, especially for forward deliveries. However, unless conditions in Germany improve and thus enable the resumption of export business, it is difficult to see how prices can advance to any great extent. London is now expected to present a better appearance after the recent decline. Electro is quoted at 17½ cents, casting at 17½ cents.

LEAD—The London market maintains its firm tone, but it is not expected that prices will go any higher in view of more plentiful supplies. There is nothing new as far as the American market is concerned, where the situation between supply and demand seems to be pretty well balanced. Quotation locally, 6¾ cents.

SPELTER—London eased off somewhat this week, but this is only regarded as temporary. It is significant that Germany is not offering any spelter despite the decline in the mark. East St. Louis is steady at about $4.75, and producers are not anxious to sell at this figure. Local market is quoted at 7 3-4 cents.

TORONTO MARKETS

TORONTO, November 17.—Changes to a lower price level affecting galvanized products generally appear in the current hardware markets. These reductions have been noted on corrugated sheets; eavestrough, both ridge roll and valley; conductor pipe, and elbows; sidings, and shingles.

Another development of interest is the reported easier prices on building papers and sheathings, which have become operative in eastern markets. Similar changes have not yet been announced in local circles, and the situation is being followed with keen interest. An easier tendency has been recorded in some quarters on soil pipe and fittings also, but local quotations again remain unchanged at levels which have prevailed for several months.

Other price changes registering an advance are given on coal and black oils. There has been a slight increase in the revised list prices on soldering coppers. The primary sheet markets have a gen-

eral easier tone, with the demand not so strong as previously. Locally, however, the volume of sheet inquiry continues to remain the brightest feature of the steel industry.

Bar iron and steel quotations are holding at the recent new levels. The lead market tendency has been gradually registering improvement. Quietness again reigns in the scrap markets; while the prevailing interest in the ingot metals again centres around copper, this metal having established signs of recovery in both inquiry and price.

ANOTHER PRICE DECLINE ON CORRUGATED SHEETS

Toronto.

A further downward revision of prices on corrugated sheets has now been announced. This decline is chiefly attributed to the recent easier tone in the markets generally, particularly on galvanized sheets and plates on the primary centres. While the recent strength in sheet inquiry was being maintained, the firmer tendency was reflected on corrugated, but with the recession in demand, this downward price movement then materialized. The extent of the reduction varies with each gauge, commencing with 50 cents per 100 sq. ft. base. Substantial changes are recorded on the heavier sheets.

With the advent of early winter, the weather conditions do not contribute to outdoor building activities, and consequently the current sales of corrugated sheets have suffered a recession. However, dealers express the opinion that the demand has been maintained in a satisfactory fashion all through the summer and fall months, and a decline in the movement at this time of the year is generally expected. The new quotations are as follow:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

LEAD MARKET TREND GRADUALLY BETTER

Toronto.

The current demand for lead and zinc goods is stated to be holding up fairly well, and prices are being maintained at previous levels. The recent price fluctuations on primary metals, which enter chiefly into the production of these goods,—and especially solders,—have not been of sufficient duration or extent to show reflection in the domestic quotations on the manufactured commodities. Primary lead and tin markets, however, are generally registering a gradual trend towards improvement. Prevailing quotations remain at the following unchanged levels:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 29
Do., strictly, lb.	0 22
Do., commercial, lb.	0 20
Do., guaranteed, lb.	0 24
Do., wiping, lb.	0 20
Zinc sheets, per lb.	0 13

REDUCED PRICES APPEAR ON SIDING AND SHINGLES

Toronto.

A decline of between 6 and 7 per cent. also appears on galvanized siding and shingles. This change is in accordance with the recent revision to easier levels in prices on other lines of galvanized sheet manufacture. The new quotations on siding are $7.50 per square: and on shingles, $8.50 per square. There is a discount of 7½ per cent. applicable in both cases. These levels are 50 cents lower than the previous prices.

PRIMARY SHEET MARKETS HAVE EASIER TONE

Toronto.

The brisk demand for sheets on the primary steel markets has recently subsided to some extent, and these easier tones are reflected on the domestic markets generally. Another attempt by certain southern sheet producers to place still a further advance on prices, failed to hold in view of the slackening demand. Quotations are therefore, being watched with keen interest in all circles generally. The local situation remains fair, with prices holding unchanged, at present. No marked developments have been recorded. The current quotations follow:

BLUE ANNEALED—		
10 gauge, base	4 00	4 50
12 gauge	4 05	4 55
14 gauge	4 10	4 60
16 gauge	4 15	4 65
BLACK—		
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 10
26 gauge	4 65	5 15
28 gauge	4 75	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis.
28 gauge	9 25	8 75
26 gauge	9 00	8 50
24 gauge	8 40	8 10
22 gauge	8 05	7 65
18 and 20 gauge	7 35	7 50
Premier and Apollo.		
10¾ oz	6 50	7 00
U. S. 28 base	6 10	6 60
U. S. 26	5 80	6 30
22 and 24	5 65	6 15
18 and 20	5 50	6 00
16	5 35	5 85
12 and 14	5 20	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 sheets	16 00
IX. 20 x 28, 112 sheets	19 00
1X. 20 x 28, 56 sheets	12 00
PLATES, CHARCOAL TIN—	
1X. 20 x 28, 56 sheets	14 00
1XX. 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

ONLY MODERATE SALE FOR COMPRESSION GOODS

Toronto.

The general situation in compression goods has failed to develop any marked features. The current demand is of a moderate nature, with the proportion of sales having registered a seasonable decline since the advent of early winter weather. Interior building activities, and repairs of this nature, still combine to constitute periodical requirements of these products.

Quotations on the various makes, styles and sizes of valves and cocks, are holding at the latest revised levels, and no current changes have been reported. Following are prevailing discounts:

Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	32%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Round-way stop and waste cocks, standard	46%
Brass steam cocks, standard	10%
Globe, angle and check valves, standard	20%
J. M. T.	20%
J. M. T. C.	25%
J. M. T. Gate Valves	25%
Gate or straightway	10-10%
Jenkins Globe	10-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. Check Valves	20%
Webber gate valves	25%
Emco Globe valves, ¼" to 2"	30%
Do., Do., Do., 2½" to 3"	20%
BASIN COCKS—	
No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	43%

EASIER TENDENCY NOTED IN SOIL PIPE MARKET

Toronto.

While there has recently developed some anticipation of revisions in the discounts on soil pipe and fittings, no change had been announced and none could be determined at the time of going to press. One of the most prominent and well-informed dealers in these products, described the tendency to change at the present time as being uncalled for, when discussing this situation with Hardware and Metal. It was pointed out that with but a few weeks before the end of the year, both distributors and merchants will be busily engaged upon the annual inventory work, with very little time or incentive for placing orders or receiving fresh stocks. Whether the local quotations on soil pipe and fittings will follow the lead of certain Eastern markets and register reductions in the near future, could not be ascertained. Predictions in this direction were difficult to secure, and the consensus of opinion indicated an attitude of watchful waiting. Other tubular goods, however, are remaining unchanged with regard to price levels, and the primary factors do not contain any changes of marked interest. Prevailing quotations on soil pipe and fittings are as follows:

SOIL PIPE—	
2 inch	25%
3 inch	30%
4-inch	30%
5 and 6 inch.	30%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	40-10%
8 inch fittings	net

COPPER HOLDS INTEREST IN INGOT CIRCLES

Toronto.

Prevailing interest in the ingot metal markets again centres around copper. This metal on primary circles has established a recovery in both price and demand. One of the contributory elements in this direction is said to be the fact that some manufacturers have shown an inclination to accumulate copper for anticipated spring business. Another factor assisting the firmer tendency in this market is the report that certain wire makers and foundries have been inquiring for supplies for fairly early shipment. Germany's renewed inquiries have also helped to strengthen the British copper markets, and this condition has naturally been reflected in American circles.

The local situation in ingot metals generally is described as still being on the dull side. The tendency recently has been slightly firmer. however, this being principally due to the fact that quotations have been scraping bottom for some time; but there is no real substantial demand apparent. The fluctuations which have periodically appeared on certain primary markets, have mainly been of a temporary nature, and failed to reflect any change in local quotations.

COAL AND BLACK OILS SHOW FURTHER PRICE ADVANCES

Toronto.

The recent ascendency in the oil markets generally, has resulted in further advances in coal oil prices. Another 1 cent increase has been announced on both the Royalite and Palacine grades of refined coal oil.

Black oils have also reflected the strength of the crude petroleum, the summer grade being quoted 2 cents higher in price this week, and the winter black oil approximately being increased 2½ cents per gallon.

Whether the higher levels on crude oil however will be further reflected in future quotations on the refined products cannot be ascertained. The price of gasoline is at present holding unchanged at the recent upward revisions. This condition also applies to other lubricating oils, and the general tendency of the oil markets is firm with a decidedly strong undertone. There are no indications available as to whether any further changes are being contemplated by the majority interests. But one factor retarding marked increases on gasoline is found in the reduced proportion of consumption with the advent of the winter months. On the other hand, behind the advance in prices on oil products generally, lies the expectation by some of the larger oil companies of an increase in both the foreign and domestic demand for refined oils, especially with the anticipated revival of industry in the spring. The inquiry for fuel oil supplies is also growing. New quotations on coal and black oils are contained in the current market pages.

QUIETNESS AGAIN REIGNS IN SCRAP MARKETS

Toronto

There is little change to report this week in the scrap material markets, and no outstanding development has been recorded. With prices and demand remaining practically stationary, there seems to be very little incentive to activity. Some small sales have been noted, however, to consumers whose stocks had become depleted; and with this situation occurring more frequently, dealers generally retain hopes for future improvement in the scrap trade circles. The recent easier tone of the steel industry, has been naturally reflected to some extent in scrap iron. This affect, however, is only seen in anticipations for future betterment, and prevailing prices remain unchanged. Rubber scrap is still quiet. and there is little marked activity in any line. The following are averages of dealers, nominal buying prices for fairly large quantities:

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	9 50	10 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	5 50	6 00
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 00	16 00
Stove plate	11 00	12 00
Grate bars	10 00	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	9 25	10 00
Light copper	7 50	8 00
No. 1 composition	8 00	8 50
No. 1 comp. turnings	6 00	6 50
Light brass	3 00	3 50
Heavy yellow brass	5 00	6 00
Heavy lead	3 75	4 00
Tea lead	2 00	2 50
Scrap zinc	3 50	4 00
Scrap Rubber		
Boots and Shoes	2 00	2 50
Lumbermen's Rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

REPORTED UNSETTLEMENT IN BUILDING PAPERS

Toronto.

Reports that some lower prices would likely become effective on building papers, sheathings, and tarred felt, have appeared on the local hardware markets; but up to the time of going to press no actual reductions had been announced. It is noticeable that quotations on these products have been reduced in Montreal, but this situation was described by one prominent manufacturer as being chiefly due to a competitive proposition in that locality. Such conditions have developed among certain distributors of these products and did not indicate any weakness in the market. There has been no change in Toronto quotations at present, continued this report, and none is being contemplated.

On the other hand, another well-informed source stated that easier prices on some building papers and similar products were expected, but just when the change would become effective could not be ascertained. The fact that Montreal distributors have lowered quotations, did not directly signify that there will be any similar move on the local markets. It was the general impression that Toronto manufacturers and distributors would not institute any changes unless the movement gained momemtum. Prices are temporarily holding unchanged, but further developments are looked for in the near future.

REVISED DISCOUNTS GIVEN ON TROUGH AND PIPING

Toronto.

Another decline of approximately 17 per cent. has been announced on conductor pipe and eavestrough; both ridge roll and valley. This change is in keeping with the easier tendency which has been noted in these markets during the last week or two, with the advent of the early winter season and the slackening in outdoor building and repair activities of this nature. The falling off in the primary steel markets generally, has also been reflected in many semi-finished and finished products.

The new discounts on eavestrough and piping are 70 per cent. off list; while elbows are quoted at list less less 60 per cent. which represents a reduction of 10 per cent. Following are the revisions:

TROUGH (Eave)— O. G. Square Bead and half round. Size in girth:	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50
Less 70 per cent.	
PIPE (Conductor) Plain, round or corrugated.	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00
Less 70 per cent.	
ELBOWS (Conductor)	
2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00
Less 60 per cent.	

COTTON MOVEMENT SPENT: WASTE PRICES HOLD.

Toronto

The recent upward trend in the raw cotton markets has now obviously receded to some extent, and the brisk activity in these circles has also spent itself. As a consequence the stronger feeling in cotton waste markets is no longer evident, and there is no indication, at present, of any development towards recovery. One dealer expressed the opinion that the demand for cotton, and the resultant higher quotations on manufactured cotton goods generally, merely had an effect of making future declines in cotton waste prices more uncertain than might otherwise have been the case. Prevailing levels are therefore unchanged, as contained in the current market quotation pages.

SLIGHT INCREASES ON SOLDERING COPPERS

Toronto

A slight increase has now been announced in prices on soldering coppers. The revised quotations are as follows:

SOLDERING COPPERS—Base, 4 to 8 lbs., 35 cents per lb; 3-lb., 38 cents; 2½ lbs., 39 cents; 2-lb., 41 cents; 1½-lb., 44 cents; 1-lb., 48 cents per lb.

LONDON MARKETS

LONDON, November 16.—The recent snowfall and colder weather has stimulated business considerably and snow shovels; hand sleighs; and other winter goods have been added to the lines that were already in good demand.

The sale of Christmas goods, including cutlery; razors; silver-plated ware; and cut glass, is steadily improving and is very fair at present.

Most prices remain firm this week and the list of changes is light, being confined to wash-boards and turpentine. Collections continue in good shape.

NEW LOWER PRICES GIVEN WASH BOARDS

London, Ont.

A reduction has been made this week in the prices on certain lines of zinc and glass wash boards. The extent of the decline is approximately 10 per cent. Following are some of the revised quotations:

WASH BOARDS—	
Pony, dozen	2 45
Improved Globe, zinc, dozen	5 25
Diamond King, glass, dozen	8 00

ANOTHER INCREASE IN TURPENTINE PRICES

London, Ont.

Another 3-cent advance in turpentine prices has appeared on the local markets. This additional increase places the current price levels at $1.25 per gallon in one barrel lots.

It is pointed out that the non-productive period is now at hand, and as a consequence the usual scarcity of fresh supplies is likely to develop.

	Imp. Gal.
TURPENTINE—	
1 barrel lots	1 25
2 and 4 barrel lots	1 24
5 gallon lots	1 40

SNOW SHOVELS REGISTER BRISK DEMAND

London, Ont.

There has been a very brisk demand for snow shovels during the past week, owing to the advent of the winter season. Prices are steady at the following levels:

	Doz.
SNOW SHOVELS—	
Common Japanned	4 00
Prince L. handle	5 50
Prince D handle	7 20
Kink D handle	8 00
Moose D handle	10 50
FURNACE SCOOPS—	
Long handle	5 50
D. handle	5 50

BRISK SALE THIS MONTH FOR SHELLS AND CARTRIDGES

London, Ont.

Loaded shells and cartridges are enjoying a good seasonal volume of sales this month. The shooting activities are now in full swing, and ammunition is in steady demand. Prices are unchanged, with the Dominion make being quoted at list less 30 and 20 per cent.: and the American make at U.S. list, plus 22½ per cent.

STOVE BOARDS CONTINUE IN FAIR DEMAND

London, Ont.

Stove boards continue to record a good seasonable sale. Prices remain steady; the wood lined being quoted at list less 15 per cent; and the paper lined at list less 30 per cent.

SLEIGH BELLS COMMENCE TO RECORD SEASONAL MOVE

London, Ont.

With the approach of the early winter season, and the initial fall of snow, sleigh bells are now selling. Prices on these seasonal lines are as follows:

SLEIGH BELLS—

Team—No. 7 stamped, $1.80 per doz.; No. 2, collar on strap, $1.80; No. 3, collar on strap, $2; No. 3, rough cast, $6; No. 4, rough cast, $8.25; No. 5, rough cast, $9; No 6, $9.75; No. 2, Swiss, $7.50; No. 3, Swiss, $9.25; No. 4, Swiss, $11.

Back Bells—No. 1400 Swedish chimes, $3.40 each; No. 1500, $3.85; No. 1700, $4.40.

GLASS OVENWARE IN CHRISTMAS TRADE

London, Ont.

With the approach of the Christmas season, the Pyrex line of glass ovenware is registering an improved movement. This is undoubtedly stimulated by the seasonal trade. Prices are unchanged, list less 30 per cent. being the prevailing quotation.

HAND SLEIGHS NOW SELLING

London, Ont.

The seasonable activity in hand sleighs has now commenced, and dealers report brisk activity in these products. The following are the list prices of some popular lines, which are quoted less 35 per cent.

HAND SLEIGHS—No 85, $2.60 each; No. 86, $3; No. 87, $3.80; No. 26, 80c; No. 30, 98c; No. 33, $1.20; No. 36, $1.40; No. 36c, $1.60; No. 42c, $2; No. 52, $1.96; No. 53, $2.40

Above list less 35 per cent.

SNOW BRINGS BIG SALE FOR AUTO TIRE CHAINS

London, Ont.

Dealers now report that there is an improved demand for automobile tire chains. Quotations on these products remain unchanged at the following levels:

Weed and Rid-O-Skid list less 25 per cent.

In lots of 1 dozen pair in one shipment list less 33 1-3 per cent.

FAIR SALE FOR LANTERNS AND GLOBES

London, Ont.

There has been a fair movement reported for both lanterns and lantern globes. This activity commenced in the Fall, and shows signs of continuing. Unchanged quotations follow:

LANTERNS—	
Tin short or long pattern, per doz.	12 00
Dietz D Lite, per doz.	19 75
Coleman Gasoline, No. 327, each	7 50
Lantern Globes. Short or long pattern.	
1 doz. to case, per doz.	1 35
3 doz. to case, per doz.	1 25

ICE SKATES NOW IN BETTER DEMAND

London, Ont.

A fair proportion of booked orders for ice skates are now going forward. These shipments are not in large quantities, but the orders are numerous. Quotations on the Starr line remains at list less 30 per cent.

CHRISTMAS SEASON IMPROVES SAFETY RAZOR SALES

London, Ont.

There is an improvement noted in the sale of safety razors, with the approach of the Christmas season. A steady demand for blades is also noticeable. Following are prevailing quotation:

SAFETY RAZORS—	
Auto Strop, each	3 75
Gillette, each	3 75
BLADES—	
Gillette, 12 to set, per set	0 75
Do., 6 to set, per set	0 37½
Auto Strop, 10 to set, per set	0 75
Do., 5 to set, per set	0 37½
6 doz. to case, per doz.	1 20

MODERATE SALES OF WHITE LEAD IN OIL

London, Ont.

The current sale of white lead in oil continues to be seasonably fair, with no special developments having been recorded. Prices are remaining unchanged at the following levels:

	Tons.	Less Tons.
WHITE LEAD IN OIL—		
Pure, Per 100 lbs.	13 30	13 65

LINSEED OIL QUOTATIONS HOLDING UNCHANGED

London, Ont.

Quotations on linseed oil remain unchanged at the levels of 87 cents for raw, and 90 cents for boiled in one and two barrel lots. Primary conditions in these markets show little signs of change, at present; the various fluctuations in flax seed prices not having directly affected oil quotations to the same ratio as previously

	Raw.	Boiled.
LINSEED OIL—		
1 to 2 barrels, per Imp. gal.	0 87	0 90
3 to 5 bbls., per Imp. gal.	0 86	0 89
6 to 9 barrels., per Imp. gal.	0 84	0 87

Less barrels add 15 cents gallon.

GOOD SEASONAL MOVEMENT REPORTED IN PUTTY

London, Ont.

A good seasonable sale is reported for putty, with prices remaining unchanged at the following levels:

PUTTY—	
Standards, 100-lb. drums, per 100 lbs.	6 30
Standard, 25 lbs., per 100 lbs.	6 55
Pure, 100 lb. drums, per 100 lbs.	7 80
Do., 25 lb drums, per 100 lbs.	8 05
Elephant, per 100 lbs.	13 80 14 15

BRISK SEASONAL DEMAND FOR WINDOW GLASS

London, Ont.

While ample supplies of some sizes of window glass are still noted to be conspicuous by their absence, yet the general situation is slightly improved as regards the quantity available to meet the seasonal demand now apparent.

Prices remain net list for both single and double diamond; with cut lights quoted at 75 per cent. off light list.

CATTLE CHAINS SELLING MORE LIBERALLY

London, Ont.

Cattle chains are now selling in more liberal quantities, according to reports received from local dealers. There has been no change in the quotations on these products, the prevailing price of list plus 37½ per cent. still being general.

BUCK SAWS STILL POPULAR

London, Ont.

Among the other commodities registering market activity are buck saws. There is a good sale at present for these products, with prices maintained at the following:

BUCK SAWS—

Happy Medium, per doz.	15 50
Prince Rupert, per doz.	20 50
Arrow Head, per doz.	20 50

WINNIPEG MARKETS

WINNIPEG, November 16.—Price developments in the hardware markets this week appear on such items as carpenters' pincers; Westcott wrenches; braces; cow chains; railroad spikes; and carriage and wagon hardware, all of which articles are lowered in price. Other price revisions, however, representing increased quotations have been announced on lamp and stove wick; but few instances have developed of an upward market trend. The majority of the primary products are holding unchanged, at present; with anticipations of a seasonal increase in trade. Preparations for Christmas activities are now under way, and winter goods are in better demand.

The marketing of crops is expected to result in generally improved business conditions throughout the West; at least for a period. Prices on grains, and other agricultural products, however, are undoubtedly low, and as a result a steady trade volume is hoped for, with no marked recovery being anticipated.

CARPENTERS PINCERS NOW REDUCED IN PRICE

Winnipeg.

Prices have been reduced on carpenters pincers, and following are the latest quotations:

CARPENTERS' PINCERS—

No. 26—7", $7.75 per doz.; 8", $8.50 per doz.; 9", $9.75 per doz.; 10", $10.80 per dozen.

P. S. and W.—7", $8.80 per doz.; 8", $9.30 per doz.; 9", $10.60 per doz.; 10", $12 per dozen.

COW CHAIN QUOTATIONS NOW ON LOWER LEVEL

Winnipeg.

A few lines of cow chains are priced lower this week. Following are some of the revised quotations:

COW CHAINS—

	Per dozen.			
	4-0	3-0	2-0	1-0.
Electric Weld	5 90	4 65	4 25	3 35
Brown's	5 90	4 65	4 25	3 35
Three Chain	5 90	4 65	4 25	3 35
Stall Fixture Pattern	4 30	3 75	3 20	2 95

DECLINE IN QUOTATIONS ON WESTCOTT WRENCHES

Winnipeg.

Prices on Wescott Wrenches are lower this week and following are the newest quotations:

WESTCOTT WRENCHES—	Per doz.
No. 76	9 60
No. 78	12 00
No. 80	14 40
No. 82	21 60
No. 84	28 80

REVISED LOWER PRICES ON RAILROAD SPIKES

Winnipeg.

Lower prices are quoted this week on Railroad Spikes. Following are the latest quotations.:

RAILROAD SPIKES—

	Per 100 lbs.
2½ x 5-16"	7 15
3 x 3/8"	6 50
½ x 3/8"	6 50
4 x ½"	6 20
5 x ½"	6 20

ADVANCE RECORDED IN LAMP WICK PRICES

Winnipeg.

Following other lines manufactured from cotton product, lamp wick has been advanced this week to take care of the higher cost of raw materials. Following are some of the last quotations:

LAMP WICK—

In rolls and cut lengths—O, 80c per gross; A, $1; B, $1.46; D, $2.33.

Rochester—2, $7 per gross; 3, $24; 00, $20.

LEAD AND ZINC GOODS STILL MARKING TIME

Winnipeg.

Conditions in the lead and zinc markets remain unchanged, and are holding their own. Prices have been firm for some time; stocks are depleted and prices are considered to be down to rock bottom. Following are the prevailing quotations:—

LEAD AND ZINC GOODS—

Lead pipe, $12.06 per 100 lbs.
Lead waste pipe, $12.96 per 100 lbs.
Lead traps and bends, 5 per cent. off.
Lead shets, full rolls, 10¼c per lb.
Do., less, 11c per lb.
Sheet zinc, 13c per lb.

COPPER GOODS REMAIN ON FIRM LEVEL

Winnipeg.

Although there seems to be a slight improvement in copper goods lines, the prices are still holding firm. Prices now in effect are as follows:

COPPER GOODS—

Sheet Copper, Planished, per lb.	0 60
Do., tinned, per lb.	0 55
Braziers—	
28 gauge, per lb.	0 52
26 gauge, per lb.	0 42
24 gauge, per lb.	0 40
22 gauge, per lb.	0 40
20 gauge, per lb.	0 36
18 gauge, per lb.	0 36
16, 14, 12 and 10 gauge, per lb.	0 36

Pittsburg Markets

PITTSBURG, November 17—Production of steel ingots in October was at the rate of about 23,000,000 gross tons a year, equal to about 44 per cent. of productive capacity, which may be estimated at 52,500,000 tons. The rate of production in October was one-third greater than the rate in September, and was more than double the rate in July.

Steel production is now in harmony with the condition of business generally, that is, there is as much steel production as one would expect there to be when conditions generally hold as they are. There is neither more production nor less production than would expect. From April to August inclusive the condition was different. Steel production was far below the rate one would expect considering the amount and character of the business the country was doing. That was because the country was running in part on stocks of steel. A corollary to this is that there has been little increase in the actual consumption of steel since July. The difference is that what is needed has to be made by the mills from day to day.

Some Lines Active

Despite the great increase since July, steel production is at a low rate compared either with productive capacity or with production in recent years. Probably the most common view is that this is because "business is bad" but business is not really bad all along the line Some lines of business are quite active, some are stagnant. As to steel consumption, there is an absolute stagnation as to railroad consumption of steel and there is almost complete stagnation in large construction work, like hotel and office skyscrapers, bridges, factories and power plants. There is by no means stagnation in "building" generally, for there is a great deal of activity in garage and dwelling house construction. Such building occurs because the owners want the facilities right away. They are getting older day by day and do not want to wait for lower costs. They would save money but lose time. Investor, on the other hand, consider simply the money and they are waiting for lower costs. As to the railroads, everyone knows that they cannot spend money on steel now, one sufficient reason being that they have not the money.

A simple proof that the general line consumption of steel is heavy can be furnished; general line consumption involving machinery, hardware, tools, implements and a wide variety of things, railroad consumption and consumption in large construction projects being light. In 1906 there was heavy demand for steel by all lines of consumption. The mills ran at full capacity throughout the year and produced 22,600,000 tons of ingots, just a trifle under the rate of production shown for last month. In 1906 there were 5,623 miles of new railroad built in the United States, besides many miles of secondary track, and in

(Continued on page 64)

"Paint Prices Not Lower for Spring Trade"

Prices As Low As Any Manufacturer Can Get Them Consistent with Small Profit, Says Paint Manufacturer—Dealers' Stocks Were Low—Demand in Every Town and Hamlet Eliminates Wide Fluctuations in this Industry

DISCUSSING the outlook in the paint and varnish trade with Hardware and Metal, W. S. Fallis, Vice-President and Managing Director The Sherwin Williams Company of Canada, Ltd., on a visit to Toronto to attend the annual convention of the Ontario Division of the company pointed out that the paint business has not suffered in the last two years as have other industries due largely to the fact that there is a demand in every town and hamlet for paints, and that this demand will by every indication, continue and increase in future.

"Industrial and railway sales are not as active as they have been at certain other periods, but the volume of immediate business from store trade and also for future trade shows substantial increase over this time last year," said Mr. Fallis. "This is significant in that the gallonage is increasing against a decline of approximately 25% in price from a year ago. This is principally due to the fact that dealers ran their stocks down to a very low point and are now replenishing."

"There is every indication of the stability of prices" said Mr. Fallis, "the surest evidence of that being that no manufacturer can go lower and make any profit at all. We know exactly where we stand because we have allowed for a depreciation on our stock which would shock many merchants and this depreciation is accounted for before our books are closed at the end of the year. We have written everything down to market price." Mr. Fallis reiterated his opinion that paint and varnish prices would not be lower in spring than at present.

W. S. FALLIS

Vice-President and Managing Director The Sherwin-Williams Company of Canada, Ltd., who attended the annual convention of the Ontario Division of the company in Toronto.

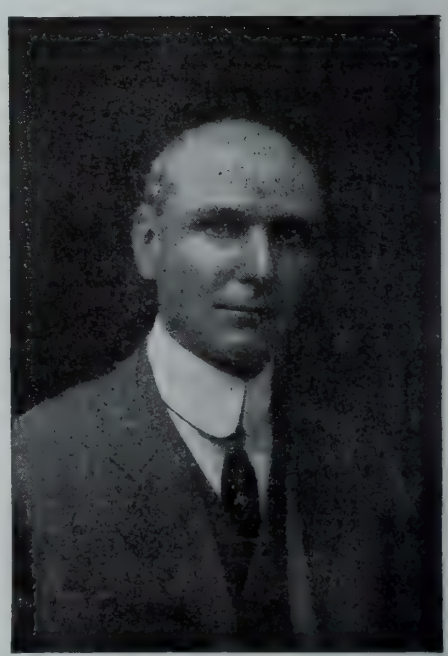
Convention of Ontario Division Sherwin-Williams Co., Ltd.

Now Getting More Co-operation from Dealer Agents, Says C. A. Thomas—Last Two Years' Painting Represents Only Small Part of Necessary Work To Be Done

THE Ontario Division of The Sherwin Williams Company of Canada, held their annual convention last Friday and Saturday in Toronto. For the purpose of holding the gatherings at the company's warehouse on Leslie St., some members of the staff fitted up a very suitable convention hall in one part of the premises, and the representatives were agreeably surprised to find facilities for holding the gatherings at the warehouse. W. S. Fallis, Vice-President and Managing Director of the company was in attendance and the proceedings were under the direction of C. A. Thomas, local manager. Throughout the meetings a spirit of optimism prevailed as to the store trade to be done in paints next season. This feeling was shared equally by the representatives who came fresh from mingling with the retail trade throughout the province.

It was the opinion of Mr. Thomas that the large increase in paint consumption in the past two years was not due to the fact that property owners had been postponing the painting of their properties. On the other hand Mr. Thomas gave it as his opinion that the painting done in the last two years covered only a small part of the work to be done and represented merely a natural increase in volume. He pointed out that the company

(Continued on Page 60)



C. A. THOMAS

Local manager The Sherwin-Williams of Canada, Ltd., under whose direction the convention of the Ontario representatives of the company was held in Toronto.

SERVICE

CONFIDENCE

FAIR DEALING

Relationship

"He who serves best, profits most"

No one thing do we more need than to appreciate the significance of the meaning of the word "relationship".

Business relationship is *human* relationship, and those who do not so intrepret it are missing, not only much extra profit, but the one worth while condition to a full satisfaction, keen pleasure and ultimate success in Business—this salutary condition arising out of the good will and confidence of our fellow men.

Yes! Without a genuine interest in our customers, who after all are our supporters, business becomes a dull, drab, inhuman machine—irksome and prosaic. At least we believe so, and because we do it is natural for us to strive honestly to put the human touch in our daily intercourse with those on whom we depend for our all round progress.

The result is gratifying. This morning as we write this we received a letter from one whom you probably know—enthusiastically substantiating our belief that Sentiment and Success go hand in hand. With our friend's permission we will publish his remarks in the next issue of this Journal.

We have learned that quality products are but one essential feature in the game of successful Business. In other words, we have learned to SERVE.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered.

Convention of Ontario Div. Canada Paint Co.

THE ANNUAL convention of the Ontario Division, the Canada Paint Company, Ltd., was held on last Friday at the King Edward Hotel, Toronto. The convention was under the direction of Royal Cluxton, Montreal, general manager of the company, assisted by S. M. Ward, Sales Manager. Many interesting topics were brought

ROYAL CLUXTON

Manager Canada Paint Company, Ltd., Montreal, who was present at the annual convention of the Ontario Division of the company in Toronto.

up for discussion during the various sessions and this procedure proved most helpful to all representatives. Optimistic predictions were made concerning the probable trend of paint business next year, as a result of orders and reports received. In the evening a very enjoyable banquet was provided for all those attending the convention. It was shown at the convention that merchants are buying very freely and are booking good stock orders for early shipments which indicate that stocks are very low and a bigger volume of business is available.

CANADA PAINT CO. CONVENTION

(Continued from Page 58)

was receiving better co-operation from dealer agents in the form of more and better window displays, more local advertising and more personal effort to increase consumption.

After a strenuous day's consideration of various matters of interest to the staff a most enjoyable social event took place in the evening when the representatives assembled for the annual banquet. Mr. Fallis presided at the social function with Mr. Thomas acting as vice-chairman. In a very instructive talk Mr. Fallis pointed out that according to the business charts prepared by Babson's Statistical organization, the paint trade is a lap or two ahead of many other industries in the stimulation of trade. The paint industry was listed among the best class, or those which would be first to recover due to the fact that they were least affected by the trend of business in recent years. Following Mr. Fallis's address the social spirit of the gathering made itself felt in hearty style with music, songs and other entertainment.

During the convention Mr. Fallis made brief reference to the statements credited to the leader of the Progressive Party in connection with his recent election addresses.

"Mr. Crerar accused us of holding up prices and bleeding the public and in the same address he went on to say that we were throttling the small industries. We could hardly be doing both at the same time and we are not doing either. It is a fact that in the past few years there have been more paint companies commence business here than anywhere in the world. There are now fifty-two companies operating in Canada. It is also significant that white lead is being sold in Canada to-day one cent a pound less than in the United States," said Mr. Fallis in conclusion.

PLAYING FOR THE CUSTOMERS XMAS EYE

(Continued from Page 39)

prising the number of people who now realize that early shopping offers a wider range to choose from. With the commencement of December the season is well under way, and although sales perhaps have not taken the active turn at this time, "window shopping" has in many cases made people reach a decision.

Dressing The Windows

An advantage is gained by the store, perhaps located on a corner, fortunate in having a "battery" of show windows. Especially at this season when so many different lines may be displayed that are of interest to prospective purchasers. However, for the ordinary store with two front windows there seems no better suggestion to offer than to devote one to the finer wares including silver plated ware, cutlery, brass goods, electrical appliances, and the other to a realistic outlay such as an Xmas tree, a fire place, or a drawing room setting. This scene displaying useful gifts for both children and grown-ups. Apart from the vacuum cleaner, carpet sweeper, polishing mop, smoking stand and gifts suitable for children that might appear in the drawing room scene, the mantel shelf offers fine display space, made more realistic by hanging the stocking of each member of the family along the front. Protruding from the top of each might be a gift suitable for "Daddy," "Mother," Sister," and "Brother," all of which can be purchased in the store. The Christmas tree, while more or less ancient, will prove ever popular especially among the younger folk.

Many suggestions might be offered for window trims and displays, but in all cases it is well to assist your windows by the use of suggestion cards and price tickets. If they are to open the campaign, the more fully they are able to display and explain, the better help they will be in making actual sales at a little later date.

Seasonable Smile on the Inside

Undoubtedly the arrangement of your store counts at the Christmas season. Placing seasonable lines within easy reach of the customer, dressing and cleaning of silent salesmen and the hanging of garlands and other decorations, help to convey the holiday spirit. However, what seems the most important is the Christmas smile on the part of the salesman. A smile of welcome and helpfulness.

ELECTRICAL ASS'N. ELECTS OFFICERS

Montreal—Nearly twenty thousand people visited the model electrical home in the town of Mount Royal, it was announced at the first annual meeting of the Electrical Co-operative Association. In connection with the electrical campaign which the association is undertaking throughout the province it was announced in the report that a permanent electrical exhibition has been established at the Montreal Power Consolidated Building, 605 St. Catharine street, where all the electrical companies who are members of the association display electrical equipment in addition to the demonstrations given in their own showrooms.

The officers and advisory committee include the following: vice presidents, J. W. Pilcher, district manager, Canadian General Electric Co., Ltd.; M. K. Pike, general sales manager, Northern Electric Co., Ltd.; F. J. Parsons, managing director, McDonald & Willson Co., Ltd.

Manufacturers' representatives— C. Duncan, managing director, Duncan Electrical Co., Ltd.; G. Wright, managing director, Monarch Electrical Co., Ltd.; C. F. Medbury, district manager, Canadian Westinghouse Co., Ltd.

Jobbers' representatives—J. W. Pilcher, district manager, Canadian General Electric Co., Ltd.; M. K. Pike, general sales manager, Northern Electric Co., Ltd.; S. W. Smith, president, Electrical Equipment Co., Ltd.

BECOMES WESTERN SALES MANAGER

Owen Sound, Ont.—Fred Park of the Northern Bolt, Screw and Wire Co., has gone to Winnipeg to become Western sales manager of that firm. He has been here for the past eight years. His promotion to the responsible position of sales manager is a tribute to his work for the firm.

Hillcrest Colors in Oil

Many of your local customers like to keep a stock of paint and varnish on hand for keeping the home in good shape.

Much inside work is done in the long winter evenings. Assist your customers in a selection for such a household stock. They will need varnishes, Hillcrest Floor Wax, Floor Oils, Crack Filler, etc. Hillcrest Colors in Oil form an ideal foundation for the colors of such a collection.

We Also Manufacture

Hillcrest Colors in Oil; Colors in Distemper; Colors in Japan; Porcelain White Enamel; Ebony Black; Spanish Enamel; Bath Enamel; Motor Car Enamel; Paste Filler; Crack Filler; Pearcy's Pure Prepared Paints; Hillcrest Barn Red Paint; Outside Gloss White; Inside Flat White; Aluminum Paint; Carriage Paint; California Gold Paint; Graphite; Machine Paint Liquid; Orange Shellac; White Shellac; Oil Stain; Varnish Stain; Shingle Stain; Cottage Shingle Stain; Varnishes—all kinds; Pure Lead; Bronzing Liquid.—All with the Hillcrest labels as having the Hillcrest guarantee of quality.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

Hillcrest Paint Products

Watch For Our Semi-Monthly Bulletin Next Saturday

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL November 17—Linseed oil and turpentine continue to sell on a firm market, and while prices are holding unchanged for the week, the situation on both products is such that a change in quotations would not be surprising in the near future. There is the usual uncertainty at this season on linseed oil, but from a few well informed sources comes the statement that 90 cent oil would not be surprising for spring shipments. Turpentine displays more strength than its allied product, and it is generally conceded that the market will continue strong with a further upward movement in prices likely. The quiet period of the following two months ahead, however, may be a stumbling block in an advance of a rapid nature.

Belgian shipments of window glass will relieve the situation to an extent, and distributors entertain no fear of a serious shortage this season, although stocks are exceedingly low at present. Shellac prices are held unchanged with a firm tendency continuing in the primary market. Spring bookings in paint, varnishes and specialties are coming to hand in encouraging volumes, indications pointing to a bigger paint year in 1922. Without exception, manufacturers state that business up to the present exceeds last year at this time.

TURPENTINE PRICES SHOW NO CHANGE

Montreal.

Quotations for the week on turpentine have also been maintained at $1.15 per gal. in one barrel lots, with a one cent advance on this price quoted by a few distributors. Current demands are seasonably light, dealers apparenty not interested in future stock, their interest being based on actual consumptive demand which is always light at this season. Although a substantial advance is now given over prices prevailing during the past busier month, the tendency of turpentine is claimed by local distributors to be upwards. Slight recessions may occur, governed by the buying movement, but it is generally conceded that a firm and higher market will prevail for future. However, the trend of this product has been very uncertain during past months, and any development in this direction will no doubt come as more or less of a surprise, especially during the following months when the demand is usually quieter. In the Southern markets a decline was recorded early in the week but this was immediately followed by a stronger tendency which advanced the market until it had recovered all of the slump.

Following are the prevailing prices:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 15
2 to 4 barrel lots	1 13
Broken lots	1 25

QUOTATIONS HOLD ON LINSEED OIL

Montreal.

The linseed oil market has been steady during the week and while the demand continues seasonably light, generally strong conditions are still in evidence. Quotations of 83 cents for raw and 85 cents for boiled are most general, although a few jobbers are holding forth prices 2 cents per gallon higher. Uncertainty for the future is expressed by those well informed, although some are willing to state that 90 cent oil would not be surprising for early spring shipments. Flaxseed at present seems, if anything, more uncertain, fluctuations playing the principal part in the situation.

In outside oil markets a more optimistic feeling is reported, yet quotations for the week have also held unchanged. European oil which has proven quite a disturbing factor, was not as prominent as formerly, the quality of this by-product oil being decidedly less satisfactory. Quotations locally for the week are:

LINSEED OIL—	Raw.	Boiled
1 to 2 barrel lots, per gal.	0 83	0 85
3 to 5 barrel lots, per gal.	0 81	0 83

Less barrels, add 10 cents per gallon.

PAINT BOOKINGS ARE VERY FAVORABLE

Montreal.

The current demand for paint, and paint specialties is gradually becoming of a less proportion and the season is now recognized as well passed. Fall trade is reported as having been very favorable from all quarters, outside painting in practically all sections of the country was carried out in good volume during the late summer and autumn months.

Next season's business is now being looked to by the manufacturers, who state the number of booked orders, and in most cases the volume, are in excess of last year at this time. Shipments of these supplies are being made to some outlying sections, while in the more central parts shipments are being withheld until after the close of the year. Prevailing prices are thought to be the chief factor in increasing sales over that of last year. With these considerably lower and indications pointing to a steady outlook, buyers can be approached with the assurance of protection against further marked decline.

STEADY UNDERTONE IN SHELLAC: PRICES UNCHANGED

Montreal.

A steady situation seems to have settled on shellac, and quotations remain at figures given out some weeks ago. The undertone of the market is one of firmness with little changes looked for in primary markets until the turn of the year at least. Current business is seasonably quiet, although bookings for future are quite favorable. It is stated that shellac is being sold on the local market at considerably less than prevailing prices, but dealers maintain that with the present levels of gum shellac and alcohol, the purity of this product is questionable. Present general quotations are as follows:

SHELLAC	Pure white.	Pure orange.
In bbls., per gal.	4 65	4 15
Gal. jugs, per gal.	5 00	5 00

ARRIVALS OF BELGIAN GLASS CONTINUE TO RELIEVE SHORTAGE

Montreal.

Recent arrivals of Belgian glass and the assurance of further supplies from this source have relieved the shortage to an extent, and importers and distributors are now satisfied the season will have passed without any serious developments in this connection. There is, however, no abundance of window glass available, and while dealers are receiving their orders with a little delay, warehouse stocks remain very low for the present active seaason. Prices are said to be a little firmer if anything, but the tendency is not of such a marked nature as to warrant higher prices for the present. The net list remains at the prevailing prices shown on current market pages.

TORONTO

TORONTO, November 17—For the first time in many recent weeks, both turpentine and linseed oil quotations now remain unchanged. Other interesting factors in the current paint markets revolve around the firm undertone in shellac, and the fact that some shipments of Belgian window glass have tended to relieve the threatened shortage in that direction.

(Continued on page 64)

THE CANADA PAINT CO.

LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL-TORONTO-WINNIPEG-CALGARY-VANCOUVER-HALIFAX

If interested tear out this page and place with letters to be answered.

TORONTO PAINT MARKETS

(Continued from page 62)

High prices remain on turpentine, chiefly owing to the fact that the recent increased levels are holding on southern primary markets. Local distributors reflect the changing quotations from time to time, under the existing practice of shipping for immediate requirements only. While Savannah producers point to the increase in foreign export trade as one of the contributory elements to the higher prices, the stability of the recent rise in turpentine quotations is questioned in other sources. The fact that the non-productive period is now at hand, has tended to enhance, to some extent, the value of present holdings. On the other hand, it is inferred that producers have developed the present shortage by withholding supplies from the markets.

TURPENTINE CONTINUES AT HIGH PRICE LEVELS

Toronto.

For the initial time in many weeks, turpentine quotations remain unchanged, with the recent high levels being maintained. The demand in these markets is also light, at present, but this is a condition prevalent at this season of the year. The quiet period in local circles is generally looked for, with no marked activity until the early spring. The turpentine movements are generally continuing in small lots, and due to these circumstances, distributors have little incentive to replenish stocks at the high prices prevailing on southern primary markets. The local quotations therefore, continue to reflect the immediate price variations existing at Savannah, and with high levels remaining at these centres, distributors state that there remains little opportunity for change from the following quotations:

TURPENTINE	Imp. gal.
1 barrel lots	1 25
2 to 4 barrel lots	1 24
5 gallon lots	1 40

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton London, Brantford, Collingwood, Guelph, Windsor, or Montreal, but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots, 15 cents per gallon additional.

PREPARING FOR RECORDS IN PAINT INDUSTRY

While the current movement in paint and paint products is described as generally satisfactory, yet the present Fall season is fast drawing to a close, and prevailing orders are mainly covering early spring anticipations. One prominent manufacturer and distributor of paints and varnishes points out that 1921 has been a prosperous year from the viewpoint of the paint industry, and plans are already being laid to prepare for 1922 activities, and make the coming season the banner year for all concernd.

The fact that three separate price declines took place during the past twelve months, has been described as a great incentive to the movement of paint products generally among consumer circles. In spite of the dull periods in many lines of trade, certain branches of the paint industry have enjoyed a larger proportion of turnover during the 1921 seasons, and new records have been established. In this connection, however, distributors point out that although greater quantities of some lines,—such as ready-mixed paints,— have been handled, yet the total turnover can hardly be expected to reach the sum recorded last year because of the higher business quotations and increase prices that were then available.

Educative Campaign Help

This factor is one of the contributing elements as to why paint men generally look for fresh records to be established during 1922. With the industry back on a plane in keeping with replacement costs, and with stocks throughout the country having been well liquidated and disposed of, those in charge of the coming season's campaign to make 1922 the biggest year in the history of the industry, appear fully confident that the path towards such a goal has thus been cleared of several primary obstacles.

Some recovery in industrial business circles is also anticipated. This applies generally to the paint products consumed by the railroads, automobile manufacturers, furniture makers, and similar trades. Business in these directions has been on a minor scale; with the bulk of paint activity being confined to property owners, new buildings and interior home decoration. This condition in turn, reflects the results of the advertising efforts directed along such channels as "Save-The-Surface." "Paint & Varnish." and other spheres. With a continuance of these educative principles, combined along greater individual and collective activity, a banner season lies ahead in the opinion of many dealers.

DEMAND FOR LINSEED OIL OF LIGHT NATURE

Toronto.

The local quotations on linseed oil again remain unchanged this week, with little variation in the primary markets. Demand for oil at this season of the year continues to be of a light nature, and with flax seed prices holding about even, the current situation has not altered materially. It is stated that European oil remains one of the disturbing factors on the markets, and has also constituted one of the contributory elements towards the prevailing lower quotations. However, the general undertone is described as easy, with the following quotations prevailing:

LINSEED OIL—		
1 to 2 barrel lots, per gal.	0 87	0 90
3 to 4 barrel lots, per gal.	0 86	0 89
6 to 9 barrel lots, per gal.	0 84	0 87

Less barrels, add 15 cents per gallon.

FIRM UNDERTONE HOLDS SHELLAC MARKETS

Toronto.

A steady situation seems to have developed in the shellac markets, and the undertone continues to be one of firmness. The current business in shellac is naturally quieter at this season of the year, and some dealers point to this fact as an obstacle in the way of higher levels, which would adequately reflect the recent increases in shellac gum. However, other distributors are maintaining prices on shellac in advance to those appearing on the current market quotations pages.

PITTSBURG MARKETS

(Continued from page 57)

the United States and Canada there were built 243,670 freight cars and 6,952 locomotives. There were many skyscrapers erected, also power plants, bridges, factories, etc. Of these things there is now very little, yet the total production of steel is a shade greater, hence the consumption in other lines has greatly increased, in a proportion somewhere between 50 and 100 per cent. Population has increased about 23 per cent. since 1906. Precisely where the steel is going now on one can say, simply because it is being so widely distributed both geographically and by lines of consumption.

Production is hardly likely to increase in the next couple of months over the October rate. Consumption usually decreases a little in the winter months. The steel market has been quieter since the middle of October, and this will probably be reflected in somewhat lighter production, but there is no decrease observed thus far.

Steel Prices

The steel price situation is a simple one. There is merely a slight sagging tendency, whereby, to illustrate, one is likely to be able to place a given order now at say a dollar a ton less than he would have to pay on precisely the same order two or three weeks ago, while two or three weeks hence a mill may be willing to concede a dollar more in the price than it would today. There are no clear cut declines, one reason being that in most lines there are no clear cut market prices, a quotation being made on each order according to its desirability to the mill at the time.

Roughly speaking, bars, shapes and plates are between $1.50 and $1.65 depending on circumstances. Regular prices on sheets are $3.00 for black and $4.00 for galvanized, while these prices are being shaded by a number of mills, generally $1 to $3 a ton but possibly $5 in extreme cases. The lists of September 16 on tubular goods are being observed by some mills while others are making slight concessions. These concessions have hardly increased in extreme amount in the past week or two, but they have become more common, applying to a larger number of orders.

The financial reports of the steel companies lately have shown that steel can be made at somewhat lower costs than was assumed. The reports differ widely, the differences evidently being due to some producers having made their adjustments, in inventory, etc., some time ago, while others have had to write off large sums in the September quarter, thus producing losses.

Kyanize

KY-A-NIZE

"All Free Dealer Helps"

—Winthrop Wise.

To reach every possible consumer we give our agents these helps, color cards, booklets and descriptive literature to housewives, painters, and architects. Mailing lists gladly circularized, newspaper electros and picture slides to bring people to your store to buy

Kyanize
KY-AN-IZE

VARNISHES and ENAMELS

After seeing your literature, advertisements and color cards, the prospective buyers will be greeted by attractive window displays for we furnish agents with display material that will sell.

LIVE DEALERS

Here's your opportunity to secure the Exclusive Agency if you are in unrestricted territory. **Write Today.**

Boston Varnish Company, Everett Station, Boston, 49, Mass., U.S.A.

Chicago Warehouse and Office, 519 W. Roosevelt Road.

San Francisco Warehouse & Office, 269 Eighth Street

CANADIAN WHOLESALE DISTRIBUTORS:

J. H. Ashdown Hardware Co., Limited, Winnipeg, Edmonton, Calgary, Saskatoon
Rogardus Wickens Limited, Vancouver, B. C.
Townsend Paint Manufacturing Company, Montreal
Robertson, Foster & Smith, Limited, St. John, N.B.
Sturgeons Limited, Toronto, Ontario

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...$0 50 Group 3 .$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6... 2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 7½ per cent.

Gilmour Eye Augers, add 5%.

Irwin auger bits, list plus 5%.

Irwin car bits, discount 5% off.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

		⅝ Rim.	¾ Rim
0—16 x 22	Doz.	$ 8 90	$12 50
1—18 x 24	doz.	10 78	12 80
2—18 x 29	doz.	12 10	14 75
3—20 x 30	doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30 gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts, ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

T[illegible] add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
Toronto	0 22
Rods, base ½ to 1 in., round, Do., Montreal	0 23
Do., Toronto	0 20
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0. $30; No. 1. $36; No. 2. $42; No. 3. $58.

F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.

Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 [illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net list; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.: F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

CATTLE—

98	2 00
100	2 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 26
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 28
Plain Tinned, 16 oz. and heavier, lb.	0 37	0 35
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 40
Tubing, lb.	0 34	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.

F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS— Doz.

Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank.

List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

DEPENDABILITY!

NOT MERELY SUFFICIENT IT'S DOUBLY EFFICIENT

ENDURING AND TOUGH IT'S MARVELOUS STUFF

SERVICE

It is not luck nor chance that makes
HARRIS HEAVY PRESSURE
THE STANDARD OF EXCELLENT SERVICE
It is science centred in the Laboratories where every ingredient that enters into
HARRIS HEAVY PRESSURE
is analyzed and where the babbitt itself is tested at every stage of its manufacture.
You can always depend on
HARRIS HEAVY PRESSURE
giving Excellent Service, for
THE CANADA METAL CO'S
Laboratories always will keep up its reputation as
"The babbitt without a fault"
Order a box from our nearest factory
HARRIS HEAVY PRESSURE
IS A TRIUMPH OF METALLURGY

THE CANADA METAL CO. LIMITED
HAMILTON, MONTREAL, TORONTO, WINNIPEG, VANCOUVER

BABBITT METAL ALL GRADES

SOLDER BAR WIRE RIBBON

LEAD PIPE ALL SIZES

OUR GOODS ARE PRICED AS LOW

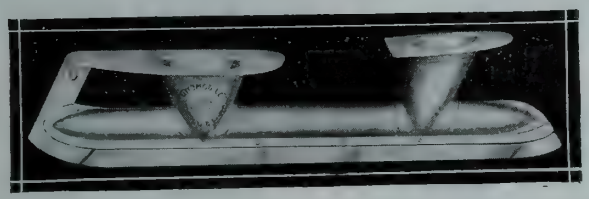
FROM COAST TO COAST SERVICE AND QUALITY IS OUR MOTTO

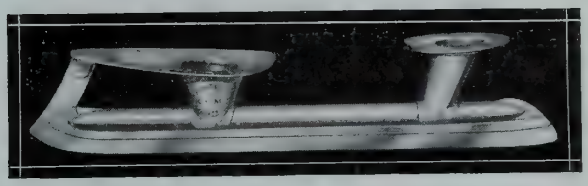
AS HIGHEST CLASS WILL LET THEM GO

SHEET LEAD UNIFORM QUALITY

PIG TIN PIG LEAD

INGOT COPPER INGOT ALUMINUM





Electric Welding Gives Greater Strength

ELECTRIC WELDING, in addition to soldering, solidly unites the cups to the barrels of C. C. M. Automobile Tube Skates, so that each skate is practically one piece of steel. This feature completely overcomes the common weakness of other tube skates.

The extra strength that Electric Welding gives, is a strong selling point. It enables you to fully satisfy hockey players that C. C. M. Automobile Tube Models are built to stand the shocks and strains of the game.

C·C·M· Automobile SKATES

MADE IN CANADA BY
CANADA CYCLE & MOTOR CO.,
Limited,
WESTON, ONTARIO.
Montreal Toronto
Winnipeg Vancouver

Also Makers of
C. C. M. "Bob" Skates and
C. C. M. "Perfection" Ankle Supports

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	20%	25%
Malleable bushings	30%	28%
Cast bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
.	0 55	0 68
B	0 23	0 38
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under. 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face. . .$5 25
Two-inch and over 4 50
40 to 80 lbs. weight.
Under 2-inch face 4 75
2 ins. and over 4 25
Bi-Treadle, each 9 75
Cycle BB 8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL Doz.
No. 21 .... $12 00
No. 1 .... $15 40
Nos. 1½, 61½ 15 20

HAMMERS, SLEDGE
Can. 2-2½ lbs., cwt.. ....$22 50
Do., 3-4½ lbs. 20 70
Do., 5 lbs. and over 14 40
Masons, 2-3½ lbs. 28 35
Do., 3-4½ lbs. 25 50
5 lbs. and over 20 70
F.o.b. Montreal, Toronto, Hamilton, London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING

	Per Doz
No. 1	$10 25
No. 2	11 25
No. 3	$10 25
No. 4	11 25

HATCHETS. BARRELLING
Nos. 50, 60 .... $15 75

HATCHETS, CLAW
No. 7 .... $12 25
No. 8 .... 13 00
F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater $12 00
Heatray Heater 14 00
Discount 22%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. .... Doz. sets.
Clark's No. 1. ....$2 22

HINGES, SPRING
No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $8 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4. per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corugated, ½ in., 100 ft... $16 00
Do., ⅝ in., 100 ft. 18 00
Do., ¾ in., 100 ft. 21 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 21 per lb.
48 x 96 .... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)
Potts, polished, per set ....$ 1 90
Potts, nckel plated, per set 1 95
Potts handles, japd., grs. .. 20 75
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $7.50 list.
Classic, $8 list.
Discount 22% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only..	0 32
Faultless, 4 to 8 ft. only..	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain or jap'd $12 00
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases .... 1 15 doz.
Cold Blast genuine rubq. 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 .... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 3 50
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—
Cutter, doz. $11 50
Pick, doz. 11 50
F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net.
Liquid Veneer $20 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete 4 75
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 25
Crank wringing 7 00 9 00
Smarts', ... 4 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto $4.25 base.
Owen Sound or Collingwood, $4.25 base.
F.o.b., Montreal, $4.25 base.
Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.
Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto. Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities. $12.50.

Registered Floglaze

"The Finish That Endures"

"Home and Farm" Shades

—for bigger turnover and bigger profit

Floglaze "Home and Farm" Shades can be used in practically everything about the home and farm—for finishing all interior and exterior articles, whether wood or metal. Gives a brilliant, high lustre and long-wearing surface.

Floglaze "Home and Farm" brings to your paint department a concentrated and complete line of "Superior to Paint" finishes. This enables you to realize a maximum of profit at a minimum investment of capital.

Floglaze universal increases retail turnover and produces bigger profit.

With strong assurance in and keen enthusiasm about Floglaze Home and Farm you can make ready for a bumper crop of 1922 sales. Get in line to cash in on this proposition.

We invite your enquiry for our booklet, "A Guide to Larger Profits," which shows where larger profits can be made with Floglaze—the finish that endures.

THE SEVEN

Floglaze

LINES ARE:

Home and Farm Finishes
Velvet Finish
Art Shades
Auto Finish
Porch and Veranda Floors
Lac Shades
Exterior Finish

"Make 1922 your greatest Paint and Varnish year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

Distributors for British Columbia:
The Callander Shore Co., Limited
155 Pender St. West
Vancouver, B.C.

Sole Distributors for Manitoba, Saskatchewan and Alberta:
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Monteal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod
1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	$17 00
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½

Above prices net.

	Gallon
Black oil (summer)	0 23.1
Black oil (winter)	0 24.1
Capital, cylinder	0 78.1
Mach. oil, reg. grades	0 46.6
Imperial gas engine oil	0 59.1
Paraffine	0 22.5

List, less 15% on above

Imperial kerosene, tractor hy, $1.

Do., do., ex. heavy $1.10

List less 15 per cent.

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl., net	0.11.60
Do., tank wagons, net	0.10.60
Do., tank cars, net	0.09.60

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute	$0 17
Coarse jute	0 13
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1, Anch	1 25	1 35
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 35	1 45
No. 2	0 85	1 00
Elephant Brand, tarred, No. 2	0 85	1 00
Surprise fibre	....	1 45
Empress Dry Sheath'g	....	1 45
Stag Sheathing	80	0 90
Cyclone, dry	1 25	1 35
Do., tarred	1 35	1 45
Joliette Sheathing	0 70	0 70
Do., tarred	0 85	1 00

	Per 100 lbs.
Monarch Sheathing, white	5 75
Do., gray	4 75
Straw sheathing, heavy dry	3 15
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 75
Imp. Grey Sheathing	4 75
Scythe rand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	7 25
Asbestos Sheathing	10 00
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19
Solpar	
Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921

Standard Butterweld Pipe S-C.

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 33
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 60|10 per cent.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	25%
4 in.	30%
5, 6 in.	30%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	40-10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

Nominal

TERNE PLATES

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 34

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 20% from standard list.

No. 3....10 75

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

		Toronto
Samson, 1 ply, roll		$ 2 65
Samson, 2 ply, roll		3 10
Samson, 3 ply, roll		3 80
	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	[illegible]
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.	6 25	
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 19
New Zealand hemp basis	0 19
Sisal basis	0 17

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 17
Double lathe yarn	0 17½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	44

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.	0 51
Do., 5-32 in.	0 50
Do., 3-16 in.	0 47
Do., ¼ in. and up	0 45

F.o.b. Toronto, Montreal, London Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, net list.

Star sandpaper, net list.

B. & A. emery cloth, 33 1-3% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	77½%
Wood R.H., bright	75%
Wood, O.H., bright	75%
Wood, F.H., brass	70%
Wood, R.H., brass	67½%
Wood, O.H., brass	67½%
Wood, F.H., bronze	65%
Wood, R.R., bronze	62½%
Wood, O.H., bronze	62½%
Square cap	40%
Hexagon cap	40%
Set Screws	45%

SCREWS, IRON BENCH, No. 14

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 65

SCYTHES

	Doz
Cast steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SNATHS

	Doz.
90 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast. No. 7, $1; No. 8, $1.05; No. 9. $1.15.

Barrett Roofings, Cements Industrial Paints etc.

Send in Your Order NOW

THE *new low prices* for Creonoid, with special discounts on quantity orders, which are quoted in our Late Fall Price List (dated October 15th) enable you to add to your own profit and at the same time pass on a saving to your customers.

These new low prices are guaranteed against further reduction during the coming fly season.

Send your order for Creonoid now. Shipment will be made at any time you specify between January 1st, and May 1st, 1922. ***All invoices will be dated May 1st.***

If you have not received a copy of our October 15th Price List, write for it today.

The Popular Fly Oil, Lice Destroyer, Cow Spray

The First Choice of Canadian Farmers

Although a comparatively new product, Creonoid Fly Oil, Lice Destroyer and Cow Spray is already the fastest selling Fly Oil on the Canadian market.

Last season thousands of farmers all over the Dominion used it and liked it. They found it most effective, economical and convenient destroyer of flies, lice and other vermin on the market.

Next season these same farmers—and thousands of others will use it. Sales will be larger than ever before.

Creonoid requires no mixing; it comes all ready for use and is put up in various sized packages, as follows:

Steel Barrels, complete with cast-brass vent and faucet, and containing forty-three (43) gallons. Steel Half-Barrels, complete with cast-brass vent and faucet, and containing twenty-five (25) gallons. Oak-Stave, Iron-Bound Wooden Barrels, containing approximately forty (40) gallons. Oak-Stave, Iron-Bound Wooden Half-Barrels, containing approximately twenty (20) gallons. Five-Gallon cans. One-Gallon handsome lithographed cans. Half-Gallon handsome lithographed cans.

Spraying hen house with Creonoid

MONTREAL TORONTO ST. JOHN, N. B.

The Barrett Company LIMITED

WINNIPEG VANCOUVER HALIFAX, N. S.

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge, Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival, Steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley. Wellandvale. Rixford. Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in..... 21 20 Less 60|10%.
F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood. Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe Findings—List adopted October 10, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $8 35
Jump, No. 1 .... 8 50
Hawley & Norton, No. 1.... 5 60
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto

Penberthy Brass Valves
Gate Valves 25%
Regrinding Valves 20%
Swing Check Valves 10%
Compodisk Valves 20%

VALVES, FOOT

	Blk.	Galv.
1¼	0 58	0 83
1½	0 72	1 10
2	0 99	1 60

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list, plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails. list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list. plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 138 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 339

Again we emphasize the **Points of a Good Galvanized Sheet.**

1 — MUST BE SOFT TOUGH STEEL

2 — MUST BE FLAT AND SMOOTH

3 — MUST HAVE A UNIFORM HEAVY COATING

4 — MUST BE FREE FROM SURFACE FLAWS

5 — SHOULD BE MADE-IN-CANADA

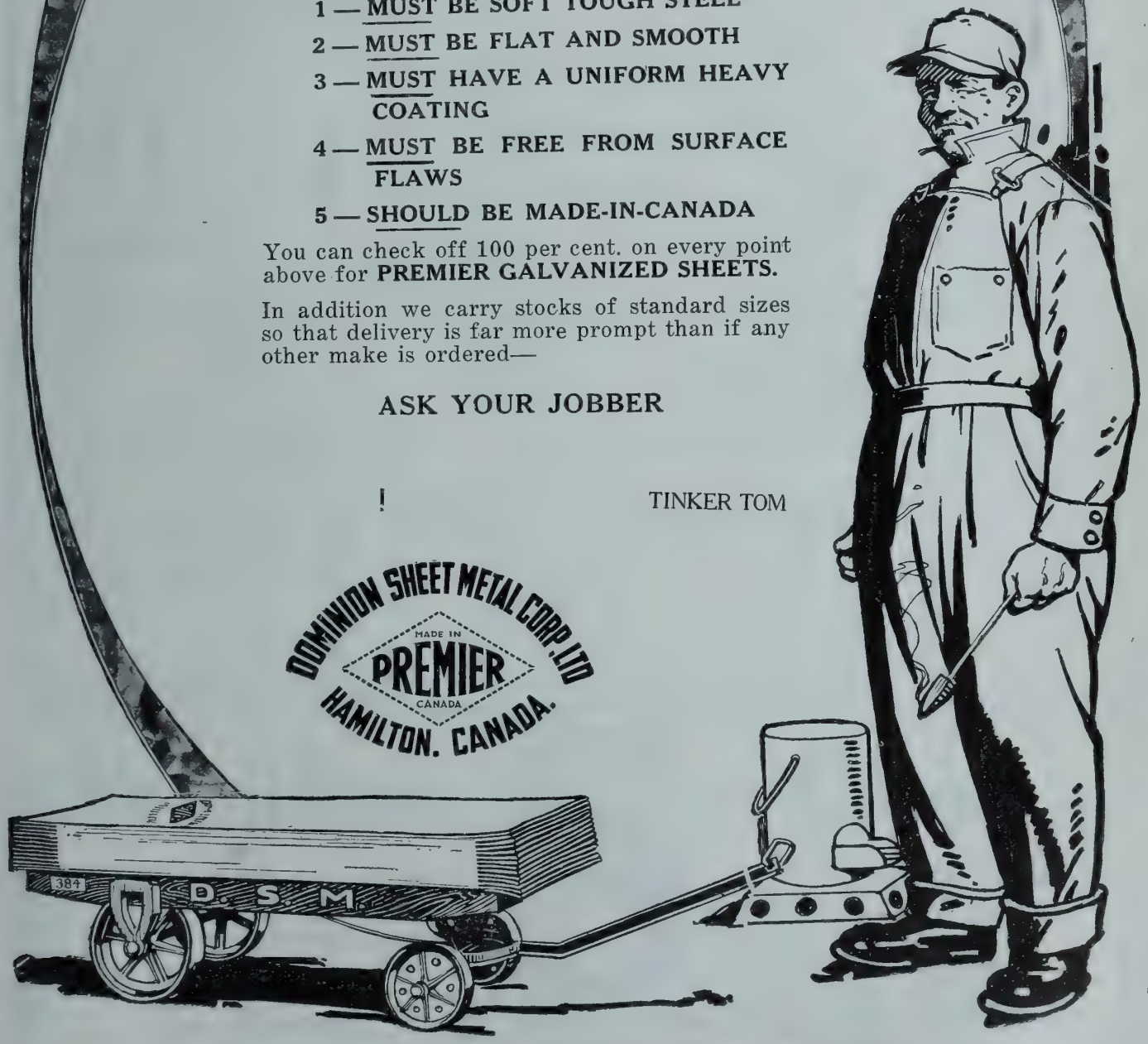
You can check off 100 per cent. on every point above for **PREMIER GALVANIZED SHEETS.**

In addition we carry stocks of standard sizes so that delivery is far more prompt than if any other make is ordered—

ASK YOUR JOBBER

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ocre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-08
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 25
Ad-el-ite, tints	4 00

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	0 36
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Sunshine, white	7 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	5 00
Invincible	6 00
Hillcrest	7 00
Amelite A. & E.	8 40
Adelite, A. & E.	6 15
Floglaze	4 50

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

GLASS LIST Case lots.	Star or Double 16 oz. or 24 oz.
Up to 25	$ 5 50 $ 9 05
26 to 40	6 95 11 40
41 to 50	7 65 12 55
51 to 60	7 95 13 05
61 to 70	8 35 13 65
71 to 80	8 80 14 40
81 to 84	10 30 17 70
85 to 90	10 85 18 55
91 to 95	20 80
96 to 100	22 60

Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.
GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per Maritime differential 50c per 100 lbs. over Montreal.
100 lbs.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$10 25
Genuine, 100 lb. casks	11 25
Less quantity	12 75

F.o.b. Montreal, Toronto.
Lead (red in oil) — Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1. $1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—

Fly, Creonoid—	
Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wal, colors	3 75
Lowe Bros., H. S. White, No. 328	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 85
O.P.W. Flat Wall, colors	3 75
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, floor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 60
Pearcy's Prepared, white	4 00
Pearcy's Prepared, floor	3 30
A. & E. Adelite, white	3 85
Do., colors	4 10
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

In barrel lots	Per 100 lbs.	
G., medium grade	5 00	7 50
Water white	7 00	9 50

SHELLAC	Pure White.	Pure. Orange.
	Per Gal.	
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 40
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 60
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 00
O.P.W. Presto	3 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica. No. 1	4 89
Do., No. 2	4 48
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 01	5 00
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 85
Kyanize Interior and Floor	4 85
Luxeberry light	4 71
Luxeberry granite	4 00
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	3 00
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
C. D. General Purpose	4 15
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar	4 00
Dougall Transparent, floor	4 40
Copalite	4 00
Adelite, No. 103, Floor	4 50
Adelite, No. 105, Flat	4 56
Adelite, No. 100, Spar	6 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 08
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White.	Colors.
Frescota	$7 50	8 50
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white		8 75
Do., colors		9 25

Hygienis Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$8 00	$9 00
100 lb. kegs,	9 00	10 00
Cases, of 25 pkts	10 50	12 00

WASTE

Cream, Polishing	0 19½ 0 20

WHITE

XXX	0 18½	XXX ex.	0 17
XX	0 16½	XX grad.	0 16
X	0 15½	XLCR	0 15
XC	0 14½	X empire	0 14
		X press	0 13

COLORED

No. 1	0 13½	Fancy	0 14
No. 1A.	0 11½	Lion	0 12½
No. 17.	0 12½	Standard.	0 11
N. 1B.	0 10½	Popular	0 10
		Keen	0 09

Above lines subject to trade discount for quantity.

WAX

B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 50
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	8 80 9 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 60
Champion white	0 50
Ad-el-ite paste	0 40

F.o.b. Montreal, Toronto.

WHITING	
Gilders, bolted, in bbls	3 20
WOOD ALCOHOL	Per gal.
In five gallons	$1 75
Methylated Spirits	1.90-2.55

F.o.b. Montreal, Toronto, London.

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

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Also Plate, Figured, Bent, and Ornamental Glass

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Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway Toronto

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$23 50	.....	.....
32 Short ...	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	138 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices.
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No. 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.45 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.90 base Rounds over 2¾ in. to 6 in. $6.40 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 64%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE
30-gal., each ....$ 10 00

BOLTS—
Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $9.85; No. 2, $10.75; No. 3, $12.00; No. 4, $16.00.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 .. .. 0 58 lb.

DRILLS
See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVETROUGH
Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.
Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	.29% off
⅛, 2½, 3½ and 4-in. .	15% off
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)
60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1, $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

½ in.	9 75
⅝ in.	12 00
¾ in.	13 00

IRON GALVANIZED
Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD
Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 60
Mrs. Potts, No. 50, set	2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $8.00 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION
20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS
Cold Blast

No. 2 Japaned	13 50
No. 2. Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $13.10 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick. $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	......	7 40	7 85
K—3-blade	9 60	10 25	10 65
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for Wa-Ko-Ver stain. This sales-maker will handsomely reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots **all styles, 1c less than above.**

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—	Gallon
Kerosene	0 22
Gasoline	0 36½
White Rose Gasoline	0 39½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 00
Capital cylinder	0 83½
Castor machine	0 49½
Imperial gas engine	0 66
Discount 10%.	
Polarine	1 15
Polarine A	1 15
Polarine heavy	1 15
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	0 12
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	2 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	9° 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $365 each! No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.

Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.

Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.

Lath yarn, 20¼c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

37½%.

STANDS	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.70 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.45 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.90 base; round over 2¾ in. to 6 in., $6.40 base. Band steel, $5.45 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Coton, 4-ply, cones	0 48
Coton, 4-ply, balls	0 52

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

WHEELBARROWS	Each
U. S.	$ 6 60
General purpose	7 90
Stone	18 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $5.60; No. 12, $5.80; coil spring, plain, Winnipeg, No. 9, $5.65; No. 12, $5.85.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	7 00
8-inch	8 40
10-inch	9 80
12-inch	12 60
15-inch	16 80
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$4 60	$ 5 06
No. 2	6 30	6 75

WRINGERS, CLOTHES	Doz.
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

No. 14455 Five Piece Set, Imitation Morocco Case

No. 9221 Cattle Knife—3 Blades—Stag Handle

No. 23167-P Pearl Handle 4 Blades

Ever Popular Christmas Gifts

Let your Christmas Window Display help to solve the consumer's dilemma. This is a season when people gratefully welcome a good suggestion for gifts.

What gift is more welcome for a man or boy than a pocket knife, or than a carving set for wife or mother?

The Ashdown line includes hundreds of suggestions for suitable gifts at Christmas time. Send your order now for carvers, pocket-knives and other cutlery. Remember, also, cut-glass, silverware, aluminum ware, electrical appliances, shaving-kits, etc.

The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg** **Saskatoon**

If interested tear out this page and place with letters to be answered.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 38 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

CURLING STONE Headquarters

Mac's Special

Specially designed for us to suit our hard, keen ice. The weight is distributed in such a way as to give the running surface sufficient grip to hold whatever turn may be given, without any tendency to rock or roll.

Kay's Excelsior

Manufactured by Andrew Kay & Co., this stone has a world-wide reputation. An absolutely first-class stone that has given satisfaction wherever the game is played.

ACCESSORIES—We carry a full line of Accessories, Brooms and Boxes

BUILDERS' HARDWARE CALGARY SPECIALISTS

Winnipeg Paint & Glass Co. Limited

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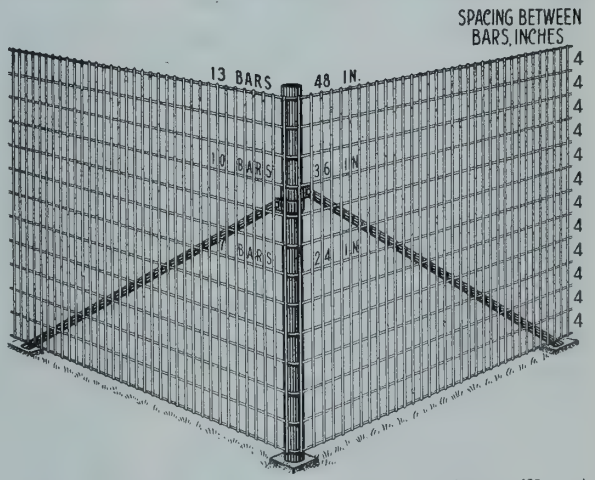
EDMONTON
SASKATOON
SWIFT CURRENT

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worth-while buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Electric-Weld Fencing



This fencing carries a guarantee that wires will not separate, the weld will hold and the welding does not injure wires. Used extensively for Stall Guards, instead of wood, for enclosing gardens, orchards, for grape arbors, tree and window guards, tennis courts, etc. Ideal for partitions in stock rooms, factories and warehouses.

Keep it in Stock -- A Quick Seller -- Good Profits --

Made of No. 11 wire, 1 7-8 inches between stays, 24, 36, 48 inches high. **Write for Prices and Terms to Dealers**

A. R. LUNDY 259-261 King St. West, TORONTO

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Canadian Hart Products Ltd., Hamilton, Ont.

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James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
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The Aluminium Ware Mfg. Co., Oakville, Ont.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
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Continental Paper Products Limited, Ottawa, Ont.
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The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
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W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

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Darrah Bros., Sutton, Que.

BATTERIES, DRY
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BOLTS, HANGER SCREW
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
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J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
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Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

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Canada Cycle & Motor Co., Toronto.

BICYCLE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

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Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRACES
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Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
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BRAKE LINING
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
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Walter Woods & Co., Hamilton, Ont.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

"Canada's Next Premier"

No matter which he is—all three possibilities are pen-pictured in

November 15 MacLean's

"Scrutator," a writer of rare analytical power, holds the mirror up to Meighen, King and Crerar. Each of the three is "called up" in printers' ink as true to life as if they stood there separate and distinct in flesh and blood. It is one of the most searching, masterly articles ever written with public men as subjects. It is fair to each—and nothing more; a cold-blooded analysis of the virtues and weaknesses of the candidates in turn. It will surprise you, startle you, tantalize you with its subtleness and depth.

Lt.-Colonel John Bayne Maclean

has been a watcher from the hilltops longer than most of the present-day school of Canadian writing men. As usual, in his article on the Dominion political situation in November 15th issue of MACLEAN'S MAGAZINE, he strictly maintains the detached attitude of the true journalist. But in his survey of the field and the political gladiators there is a warmth and an intimacy with both the men and the situations that could be imparted only by one who has long been a close and observant student of governments both Dominion and Imperial. This article appears under the caption—

"All Three Are Good Men."

"Funny Thing That Tariff," —by J. K. Munro.

This number of MACLEAN'S has four timely articles dealing with Big Politics, the whimsical observations of J. K. Munro are, as usual, full of amusement as well as information. Munro just can't help seeing the funny side of politicians and politics. Of Ottawa and Parliament Hill he makes a sort of continuous vaudeville performance. He gets some big laughs out of election activities.

"Our Election Enigma—Woman!" —by Agnes C. Laut.

How are they going to vote? Are they going to vote at all? Are they going to realize citizenship? These are some of the potent questions asked and answered by one of Canada's leading women authors—Agnes C. Laut. What influence will woman with her vote bear on Canadian politics? Will the woman wage-earner join the ranks of labor when it comes to the battle of the ballots? There is a fund of information for both men and women readers in this right-on-the-minute summary of Miss Laut's.

Other Gripping Features in This Issue:

W. A. Fraser.

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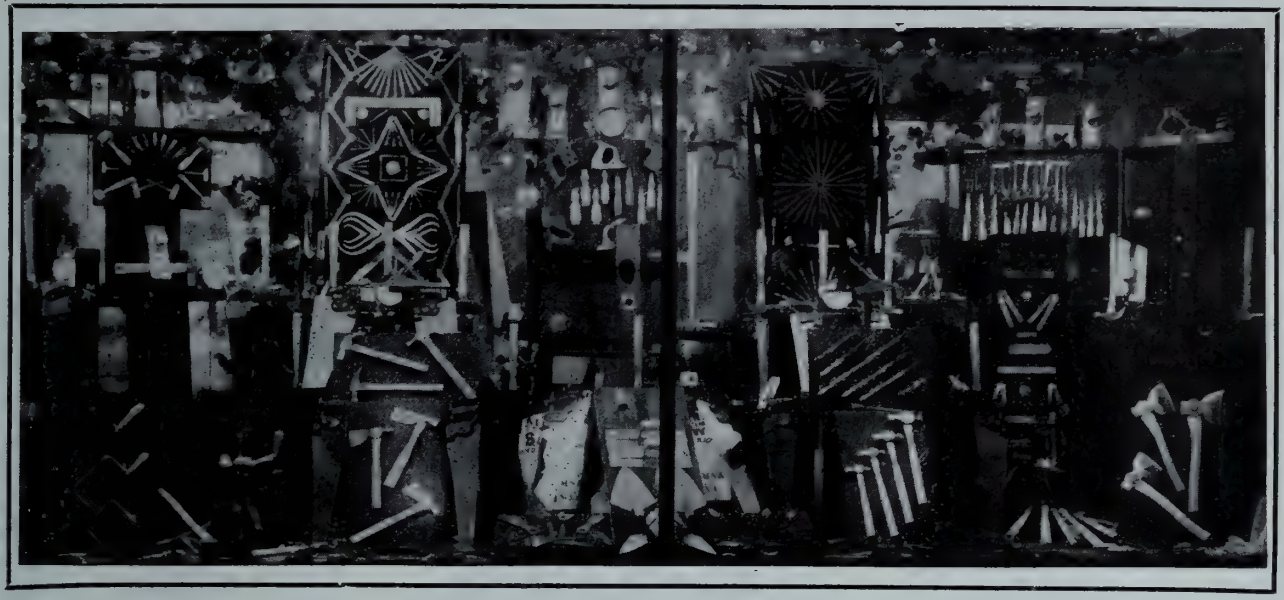
The Sheet Metal Products Co., of Canada, Limited, Toronto.



Should Retailers Display Your Goods?

Do You Set a Good Example?

RETAILERS have their displays in "silent salesmen," and in windows where the goods appeal silently to the desire of every passer-by.

And your goods—where do you display them to create desire in the buyers of the Canadian hardware trade?

There is one street, with one great national display window, where the hardware buyers of the Dominion throng each week eager and interested to see what new goods, new models or new messages are displayed to the trade there. This national display window is the advertising section of HARDWARE AND METAL. Its pages are intently studied each week by all the wholesale hardware buyers of Canada and over 90% of the retailers.

Let us show in detail that it pays you to display your goods in HARDWARE AND METAL's National Show Window.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Steel Metal Products Co., of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co., of Canada, Limited. Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto. Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

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E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont
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Whites Limited, Collingwood, Ont.

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Write for Illustrated Booklet C-16

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Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungsten Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

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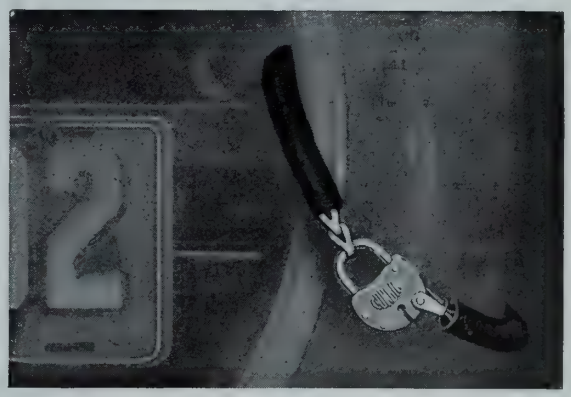

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If interested tear out this page and place with letters to be answered.

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Canada Paint Co., Montreal.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

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The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

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The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

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Thos. Davidson Mfg Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

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Wm. Cane & Sons Co., Ltd., Hull, Que.

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The Steel Trough & Machine Co., Ltd., Tweed

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PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

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The Hoyt Metal Co., Limited, Toronto.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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J. H. Still Mfg. Co., St. Thomas, Ont.

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Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Parmenter & Bulloch, Gananoque.

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The Hoyt Metal Co., Ltd., Toronto, Ont.

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Trimont Mfg. Co., Roxbury (Boston, Mass).

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Canada Metal Co., Toronto.
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Burgess-Norton Mfg. Co., Geneva, Ill.

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The Barrett Co., Ltd.

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Savage Arms Corpn., Utica, N.Y.

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Stanley Rule & Level Co., New Britain, Conn.

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Matthias Klein & Sons, Chicago, Ill.
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Smith & Hemenway Co., Inc. Irvington, N. J.

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Millers Falls Company, Millers Falls, Mass.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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Canada Wire & Iron Goods Co., Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
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E. I. du Pont de Nemours & Co., Wilmington, Del.

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The Brainerd Mfg. Co., East Rochester, N. Y.

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The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
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Smith & Hemenway Co., Inc. Irvington, N. J.

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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

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Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

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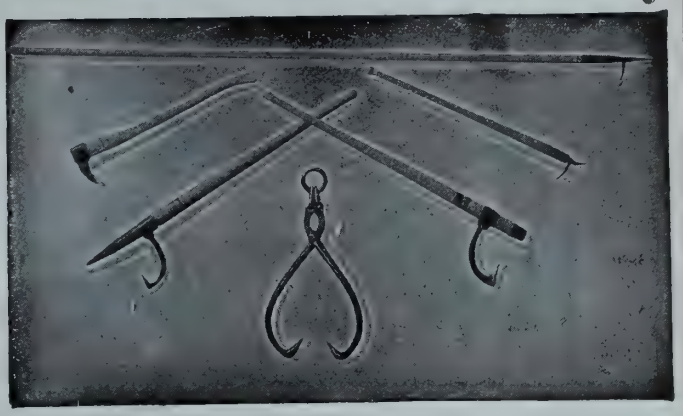

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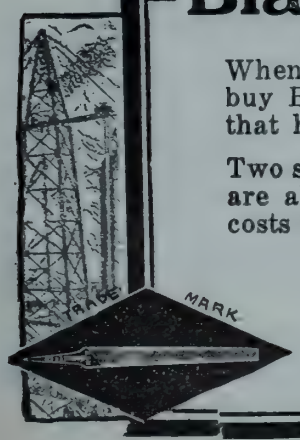

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Warren Forge & Tool Co., Warren, Ohio

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Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Wyatt's Products, Toronto, Ont.

SOLDER, BAR
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The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

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STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

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Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

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Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

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J. H Williams & Co., Ltd., St. Catharines, Ont.

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The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TAPS
Butterfield & Co., Rock Island, Que.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

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Landers, Frary & Clark, New Britain, Conn.

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The Thermos Bottle Co., Ltd., Toronto, Ont.

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But you don't know.

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But you don't know.

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Brown-Boggs Co., Hamilton, Ont.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

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F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

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Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

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Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

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The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

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The American Flyer Mfg. Co., Ltd., Chicago, Ill.

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Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

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The Canadian Tungsten Lamp Co., Hamilton, Ont.

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Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

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Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

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Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
Maxwells, Ltd., St. Marys, Ont.
The Slade Mfg. Co., Limited, Owen Sound, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

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The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

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Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

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Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE
The Happy Thought Foundry Co., Ltd., Brantford.

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The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Katie Foundry Co., Galt, Ont.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE BALL TIES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

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The Graham Nail Works, Toronto.

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Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
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Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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Whites, Limited, Collingwood, Ont.

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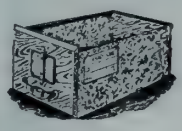

Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc
Paddles and Oars.

Peterborough Canoe Company Limited
288 Water Street Peterborough, Canada.

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

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AN IMPROVED

CARPENTER'S & WOODWORKER'S TOOL

NEW NO. 65

LUFKIN

"Universal"

Try & Mitre Square

A Popular Priced, Accurate, Durable, Well Designed Tool

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combines in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.

Are You Cashing In On Aloxite Cloth?

FULL PAGES in the big trades papers are telling the story of this remarkable abrasive cloth—the cloth that cuts—

Circular letters are going out to mechanics, metal workers, garage repair men, superintendents and foremen of the big industries the country over—

The entire selling and advertising force of the Carborundum Company is centering its energies on this product for a period of three months—

Are you cashing in on our efforts?

Aloxite Cloth—the Cloth that Cuts—is being used more than ever for all metal-finishing jobs.

In factories, shops, garages, they are calling for it and the buying force of thousands is being directed towards the hardware dealers.

Stock up now on Aloxite Cloth in sheets and the handy Economy rolls. Show Aloxite Cloth in your windows. Give it some space in your newspaper copy; send out the samples which we will gladly furnish.

Cash in with us!

Aloxite Cloth—The Cloth That Cuts

THE CARBORUNDUM COMPANY, NIAGARA FALLS, N.Y.

New York, Chicago, Boston, Philadelphia, Cleveland, Detroit, Cincinnati, Pittsburgh, Milwaukee, Grand Rapids

COMMUNITY PLATE

Announces a

PRICE REDUCTION

on the Complete Line

TEASPOONS— Now - $4.00 Set of Six
Formerly $4.50 Set of Six

Other pieces in proportion.

TO THE COMMUNITY DEALER:

—Many of your customers have postponed buying because they believed prices would be lowered. Here is the announcement that will make them buy. Tear this advertisement out, and post the above portion prominently in your window. This is a big opportunity for a big increase in sales.

Your jobber can supply you with new Price Lists, or write us.

Oneida Community, Limited

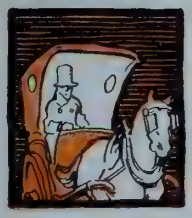
Niagara Falls - - - Ontario

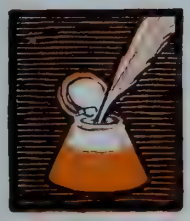
PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 48 | THE MACLEAN PUBLISHING COMPANY, LIMITED | November 26, 1921
PUBLICATION OFFICE : TORONTO, CANADA

Modern Science *and the* Corroding of White Lead





EVERYTHING upon earth must either advance or recede. Nothing may stand still. This is one of Nature's immutable laws.

In the famous Pickwick's day, the mode of travel was by post-chaise or coach. The papers in the immortal Bardell-Pickwick breach-of-promise suit were laboriously written with quills, and Mr. Pickwick's quarters in the Fleet prison were dimly lit by candles.

But the world progresses—as it must!

Even the post-chaise, the quill and the candle, though in use in the days of Cardinal Richelieu (1600), had been improved and improved down to Mr. Pickwick's advent on this globe, about 1827.

After the candle came oil light—and later, electricity. After the quill came the steel pen point with mineral ink—then the typewriter—after the post-chaise came the gasoline motor-driven car and the aeroplane. Thus do we obey Nature's mandate—and advance.

And who would think of returning to the antiquated methods of two or three hundred years ago?

In keeping with the general advance made in all lines of human endeavour, modern science has given us a new and greatly improved method of corroding white lead. Crown Diamond White Lead is corroded by this modern, scientific method, which insures absolute control of the process and results in a white lead that is positively pure, of a remarkable whiteness, smoothness, freedom from moisture and of uniform quality at all times.

We have, and our immediate predecessors also used the achievements of the white lead corroders of two and three hundred years ago as a basis for *improvement*—and yet greater improvement. To-day

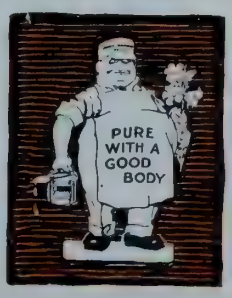
CROWN DIAMOND WHITE LEAD

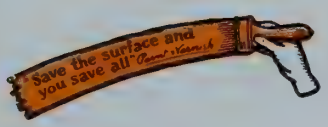
is without a peer for Quality

MANUFACTURED BY

McARTHUR, IRWIN, LIMITED

Established 1842 MONTREAL





THE CONSTRUCTION FOREMAN KNOWS

That there is no harder service required of a rope than that which he demands.

In no industry is rope given as little care as on the construction job.

Yet Plymouth Rope stands up under this grilling work and gives a surprising measure of service.

That is why it is preferred by most consumers.

Plymouth Cordage Company

North Plymouth, Mass. Welland, Ont.

Canadian Sales Agents

INDEPENDENT CORDAGE CO.
Limited

TORONTO, CANADA

55!

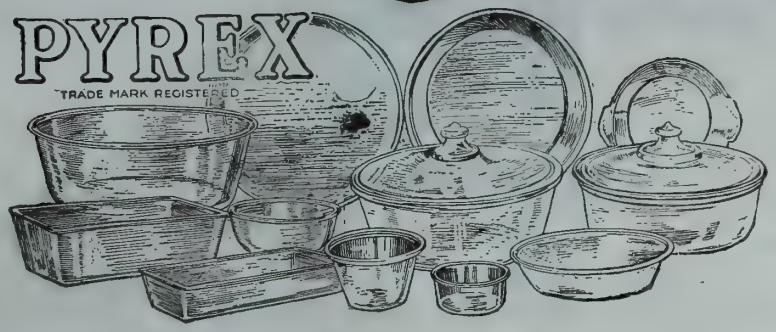
PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

'RICE LEWIS' NEWS

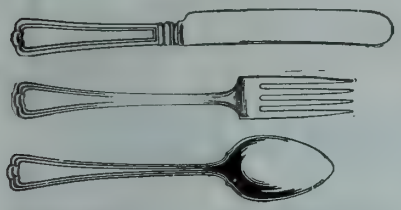
Carvers in Cases

Old as the hills, yet young as the new born day is the Carving Set as a Christmas Gift. Long as there's carving there will be carving sets. Let us sort your stock now.



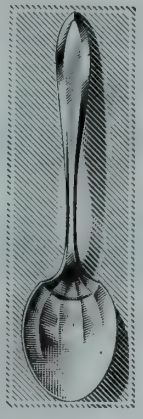
"Pyrex" Ovenware

If your showing of these goods is not complete you are sure to miss sales during the Xmas season. Pyrex is today the recognized ovenware. We carry plain and engraved with or without silver mountings. Sort up.



ROGERS 1847 "CROMWELL"

COMMUNITY "ADAM"

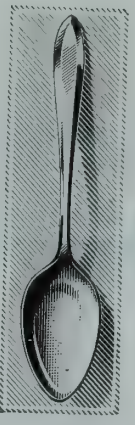


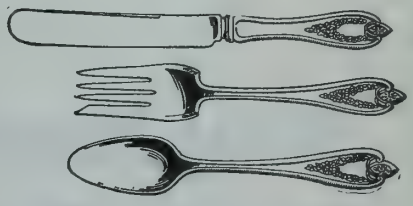
Community "Patrician"

as illustrated to the left and right is a most popular pattern. We carry a stock.

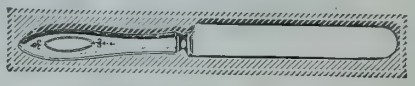
"Sheraton"

This Community pattern is a popular one. Sort your stock to-day for Xmas selling.





ROGERS 1847 "Old Colony"



COMMUNITY "ADAM"

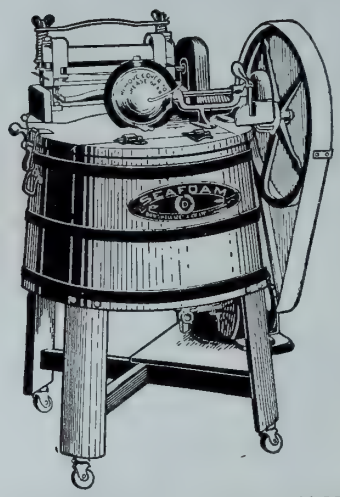
That Christmas Ad. and Window

Now, no doubt—is the beginning of your Christmas selling efforts. Plan on a good display and a newspaper ad. of suitable Christmas lines as herewith suggested. Silverware, Pyrex Ovenware, Carvers, etc., all lend themselves to Christmas giving. Don't try to do business on an incomplete stock. Dealers wishing to display any of these goods can secure material by writing to us. Let us assist you.

Rice Lewis & Son, Limited, Toronto

Ask the "Rice Lewis Man" or Write Direct

If interested tear out this page and place with letters to be answered.



THE SEAFOAM ELECTRIC WASHER

What More Acceptable Christmas Gift Than a Washing Machine or Wringer?

Wise dealers prominently display an assortment and suggest these splendid labor-savers to customers.

Many a man will buy a washing machine or wringer (or both) for his wife or mother and thank the dealer for his happy suggestion.

The "Dowswell" line comprises washing machines and wringers for every sized pocket book.

DOWSWELL, LEES & CO., LTD.
HAMILTON, CANADA

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

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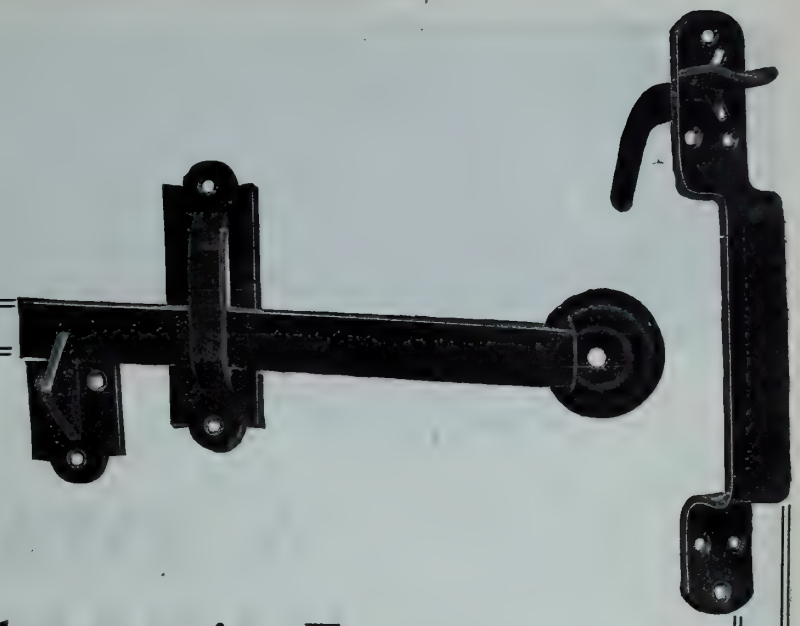


Good Hardware is Forgotten

because once installed it continues to serve efficiently and reliably. Canada Steel Goods are serving many of your customers so well that they never come to mind.

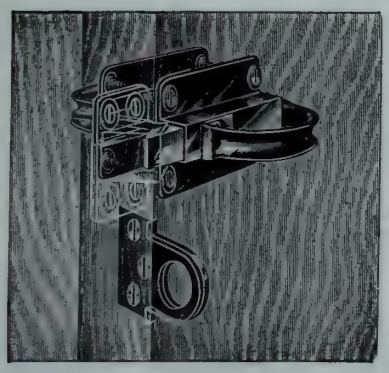
These same customers also have defective, unsightly and annoying latches, hinges, hangers, etc. in use that do come to mind. A good display of Canada Steel Goods in your windows and on your counters, coupled with a good reminding talk, will serve to make many sales.

No. 1240 Barn Door Latch

A durable, common-sense latch with japanned frame and handles, tinned bolt, and a sherardized spring of piano wire that cannot rust. A dependable latch that operates effectively and gives smooth, reliable action that wins friends and permanent, lasting trade for the dealer who sells it. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

This desirable latch possesses more points of quality and value—selling points—than any other thumb latch on the market. It is made entirely of wrought steel and it is absolutely impossible for the thumb-piece to work loose or get out of place. Packed one-half dozen in a box. Twelve dozen in a case. Weight, 190 lbs. per case.



No. 1240.

Canada Steel Goods Co. Limited

Hamilton :: Canada

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CANADA
FOUNDRIES & FORGINGS
LIMITED

A SMART CANADIAN HAMMER

No. 30 Ball Pein

IT'S OF THE DIAMOND G BREED

JAMES SMART PLANT

BROCKVILLE, ONTARIO

St. John - Montreal - Toronto - Winnipeg - Vancouver

If interested tear out this page and place with letters to be answered.

A Few Quick Sellers For Christmas Trade

No. 99 "DURO" ALL ALUMINUM CASSEROLE
With 3 qt. Aluminum Insert 8 inches diam., with Aluminum Cover.

CHILD'S SET (3 PIECES) Cup, Saucer and Plate

No.	
390-P	Polished Finish
390-S	Satin Finish

COFFEE PERCOLATOR
No. 350. 4 pint.
Welded spout. Attractive design. Ebonized Wood Handle.

DUCHESS TEA POT
No. 315 4 Pint
Spout is welded to body. Attractive, ebonized Handle.

DURO ALUMINUM, LIMITED

Successors to W. D. Shambrook & Co.

HAMILTON, ONTARIO

W. D. SHAMBROOK, President

Representatives:

A. T. CHAMBERS, VANCOUVER
L. T. WALLS SALES, Ltd., WINNIPEG
J. R. ANDERSON, 36 ST. DIZIER ST., MONTREAL
ARMSTRONG & PATERSON, ST. JOHN, N. B.
A. F. BURNS - HAMILTON, ONT.

Registered
W.D.S. & Co. DURO ALUMINUM
Trade Mark

"DURO"

Registered
W.D.S. & Co. DURO ALUMINUM
Trade Mark

ALUMINUM WARE

99% PURE

Canada's Best Cooking Utensils

DURO IS SETTING THE PACE IN THE QUALITY RACE

Leading Jobbers Handle Duro

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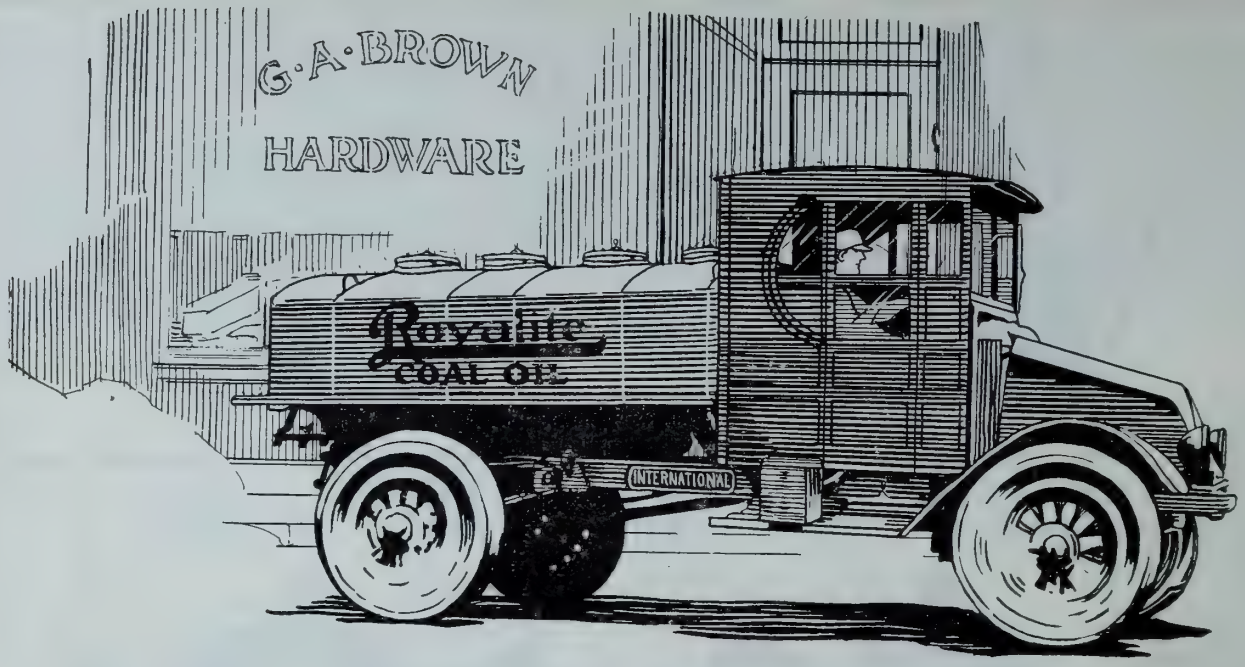


Loads of Profit—

Practically every customer who enters your store is a prospect for the sale of Imperial Royalite Coal Oil for at least one of its many uses. That's why the Imperial tank wagon which stops regularly at your door brings loads of profits.

It is the natural tendency for people to buy everything they can at one store and more often than you think coal oil is the **staple** that is the cause of a customer buying exclusively from you. Stock Imperial Royalite Coal Oil and you take advantage of this fact.

No coal oil you might handle will give the satisfaction that Imperial Royalite does. It is the most economical, dependable coal oil on the market. You cannot sell a better oil at any price—yet it is lower in cost than most others.

Imperial Branches and warehouses at convenient distributing centres throughout Canada insure prompt delivery and ample supplies at all times.

'Phone our nearest branch and ask to have the Imperial tank wagon call.

IMPERIAL Royalite SAFEST AND BEST COAL OIL

IMPERIAL OIL LIMITED

Canadian Company—Canadian Capital
Canadian Workmen.

If interested tear out this page and place with letters to be answered.

Decorative Wall Burlaps—

Good talking points for your customers

BURLAP is about the most serviceable all-round type of wall covering on the market today. Made of jute canvas, it is extremely hard wearing—may be decorated to match any kind of color scheme—is sanitary and may be washed off and kept clean. In its manufacture it is impregnated with germ-proof pigments, which give it sanitary qualities that should be explained to every customer.

Prices are now lower than they have been for years; a stock can be purchased for a nominal outlay.

Burlap is easy to handle—easy to sell and a thoroughly satisfactory and profitable line.

Supplied in three shades—White, Drab and Green.

Keep our displays well in the foreground—it will pay you

Dominion Oilcloth & Linoleum Co. Limited

Montreal

If interested tear out this page and place with letters to be answered.

WAYAGAMACK PURE KRAFT

Kraft Means Strength

EVERY time a parcel bursts or a bag leaks it means not only a loss to your customer but often the loss of a customer. It creates a bad impression and bad impressions are not easily eradicated.

All risks of such accidents can be avoided by using the best wrapping paper and having your bags and containers made of the highest quality of Kraft Paper.

Wayagamack Pure Kraft

either in the form of a wrapper or bag is unequalled as a protector for every class of goods from nails to motor cars and for groceries, dry goods and hardware of all descriptions. It is strong and resists moisture; it is economical to use giving fifty per cent. more service than a sheet of an inferior grade of paper of equal weight. Any wholesaler will satisfy you on this point by a practical demonstration.

Insist on being supplied with

Wayagamack Pure Kraft

---- which means ----

Strength and Security

If interested tear out this page and place with letters to be answered.

NAILS

TACKS AND STAPLES

Wire Nails and Cut Nails of every description.

Staples of all kinds—bright, coppered and galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON

MONTREAL

If interested tear out this page and place with letters to be answered.

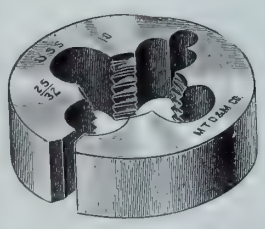
—sure he's using the right tool—it's a

BUTTERFIELD

Machinists cannot afford to use the Wrong tool. The Wrong tool does a bad job and the casting has to be "scrapped" at heavy loss. Hardwaremen, both wholesale and retail, also need the right tools to build up their tool departments into highly profitable investments. Butterfield Tools are the right tools to build hardware business; for about half a century they have been proving it throughout the Canadian hardware trade. If you have never stocked Butterfield Tools it will pay you to investigate and learn how well they sell and how much you profit.

BUTTERFIELD & COMPANY DIVISION

Rock Island, Que. **UNION TWIST DRILL CO.** **Canada**



STORES:—220 King St. West, Toronto, 131 St. Paul St. West, Montreal
AGENTS:—D. Philip, 138 Portage Avenue, Winnipeg, Gorman's, Limited, Dominion Building, Vancouver, B. C.

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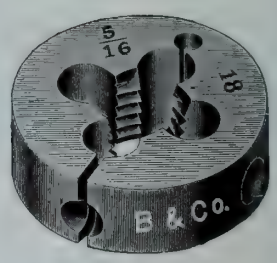

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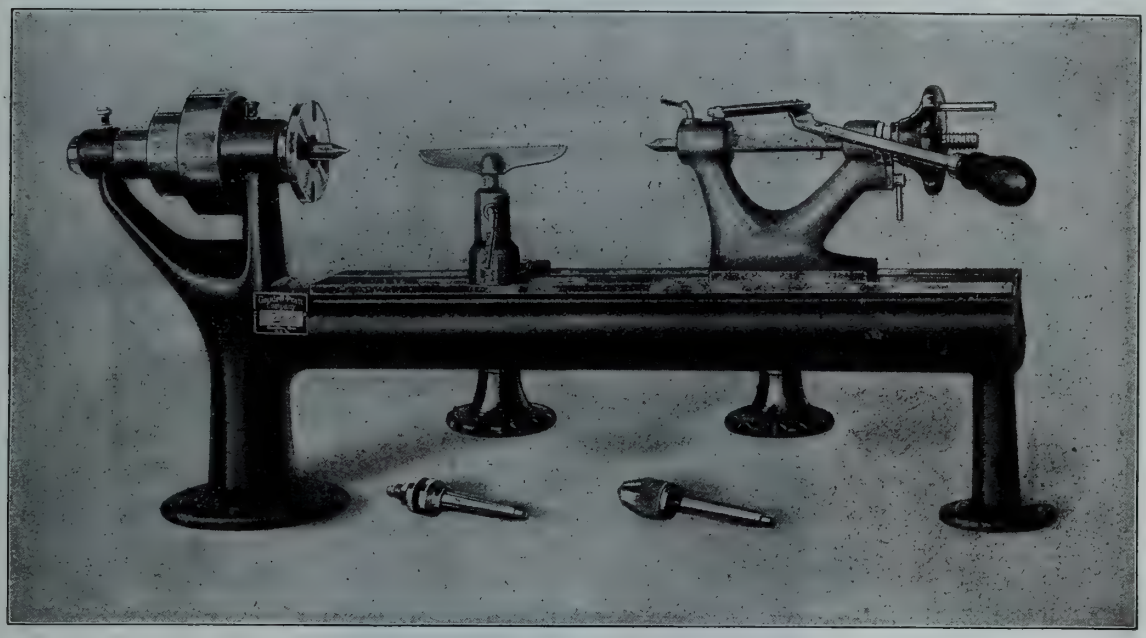
GOODELL-PRATT
1500 GOOD TOOLS



HARDWARE DEALERS
Sell These Lathes

This Lathe is a tool that is sold by hardware dealers, because it is designed primarily for the use of amateurs, and experimenters, and not as a piece of production equipment.

Thousands of boys and men like to make things in their own home shops. Hundreds of live hardware dealers are cashing in on this demand.

No Similar Tool At Anywhere Near The Price

With this Lathe, and the various attachments that we manufacture for use in connection with it, it is possible to do any kind of machine shop operation. Yet the cost is so low that almost any man or boy can afford to buy it.

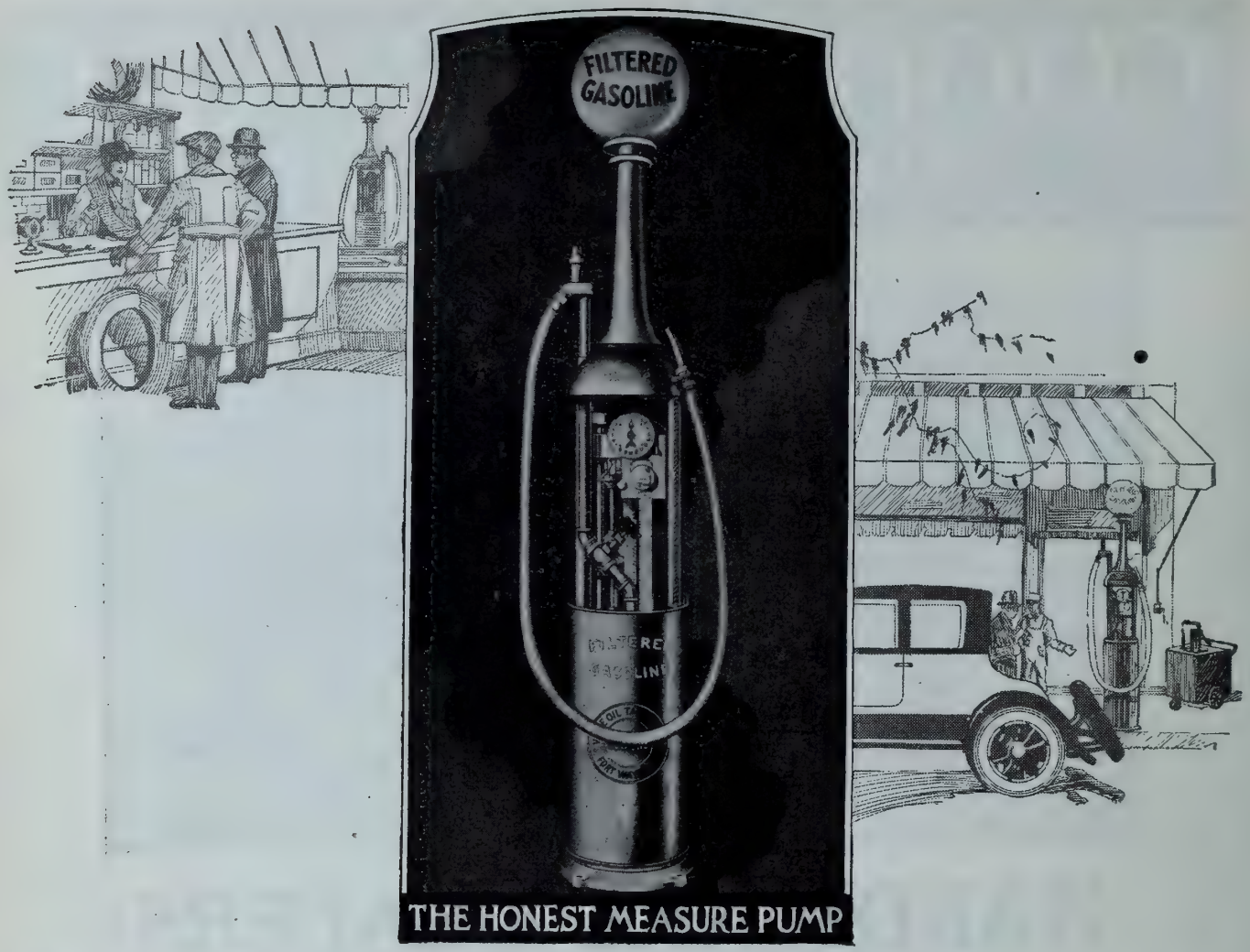
Steady Stream Of Repeat Orders For Attachments

Once you sell one of these lathes, you are sure of a steady customer for various other attachments and tools for use in connection with it. The retail price of the Lathe as shown above is $36.00. Your margin of profit is liberal.

Put One In Your Window At Christmas

GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U.S.A.

If interested tear out this page and place with letters to be answered.



Making a Pump Sell Accessories

Ever stop to consider how a gasoline pump on your sidewalk will increase the sale of accessories inside your store?

Here is the way it works out: An automobilist drives up for gas. While he is in the buying mood, a suggestion or two from one of your good salesmen will send him away with a purchase of accessories or other needs as well as the gasoline which he wanted.

And it works the other way too. When people come into the store to buy a spare tire, or a spark plug, or a new light bulb, you can cash in on their need for gas, selling them a filling in addition to the article which they stopped to buy.

A Wayne curb pump for gasoline and a Wayne portable tank for lubricating oil will give your store an added volume of sales from these two commodities. Write for Bulletins 227 and 276 and learn more about this way of increasing your business.

Canadian Tank & Pump Company, 121 Adelaide Street W., Toronto, Can.

San Francisco Office: 631-633 Howard Street.

A National Organization With Sales Offices in Thirty-four American Cities.

Wayne

REG. U. S. TRADE MARK

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Oil Filtration Systems	Oil Burning Systems	Furnaces for Metal Melting Forging and Heat Treating

If interested tear out this page and place with letters to be answered.

IN DOOR
Thermometers

OUT DOOR
Thermometers

DOMESTIC SCIENCE
Thermometers

INCUBATOR
Thermometers

INDUSTRIAL
Thermometers

A Separate *Tycos* or *Taylor* For Every Need

Makes the Tycos line easiest to sell

1.—Gives you many ways of approach instead of one.

2.—Attracts the attention of every member of the family.

3.—Makes possible more sales because of more interest and attention.

Efficient hardware stores are indicated by the extent they stock the separate *Tycos* items.

REMEMBER OUR ADVERTISING

Will continually create buyers for you.

Ask your jobber to send you an assortment of *Tycos* Instruments and tell us to send you the *Tycos* selling helps

Taylor Instrument Companies

110-112 Church St., Toronto, Ont.

There's a *Tycos* or *Taylor* Temperature Instrument for Every Purpose.

D6

If interested tear out this page and place with letters to be answered.

Pipe Fittings

Cast Iron Fittings stamped with our trade-mark mean fittings made with iron of high tensile strength, proper proportions, and correct tappings.
Our Malleable Fittings are made from Air Furnace Refined Iron reamed and tapped to gauge, with perfect threads.
Also, we carry in stock a complete line of malleable silo lugs, washers, clevises, whiffletree hooks, and link chain and solicit your enquiries for the general run of malleable castings from customers' patterns.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada

Two Pertinent Suggestions

Maple Leaf "Thatsit"
The newest of all Quebec type Cooking ranges—able, roomy, efficient and beautiful. It's a leading feature.

Maple Leaf Falcon
An aristocratic steel range of great beauty and supreme usefulness.

The Season of Goodwill

THE CHRISTMAS season is the season of goodwill. And there is nothing that will help create goodwill for you so thoroughly and well and make it so lasting as the Maple Leaf line of stoves, ranges and heaters.

A "Maple Leaf" in the household always gives satisfaction and is always a good booster for you.

Get behind them this year.

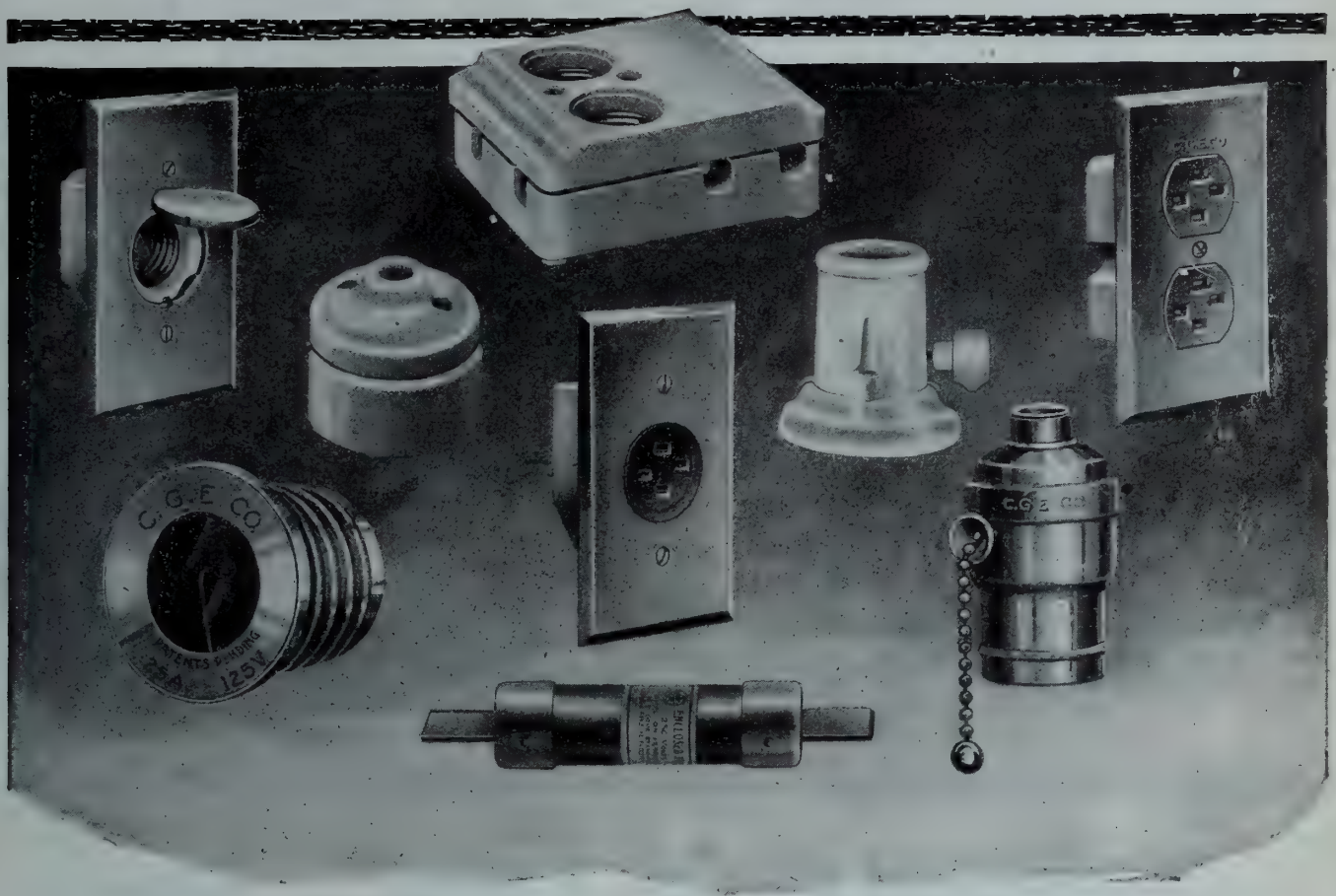
P.S. If you have not the latest Maple Leaf catalogue and prices—ask us for them.
Maple Leaf Dealers are everywhere—making money.

BEACH FOUNDRY LIMITED

Head Office and Factory: Ottawa, Canada
Branches: Winnipeg and Vancouver

If interested tear out this page and place with letters to be answered.

The efficiency of an electric installation is largely dependent on the reliability of its wiring devices



Electricity, the Friend of Mankind

ELECTRICITY has done much to make the lot of man easier. The housewife and the school child, the factory worker and the busy executive all benefit by the co-operation of electricity in their daily tasks.

The degree of satisfaction, derived from any electrical installation, largely depends upon the quality of the Wiring Devices used.

The knowledge that C. G. E. Wiring Devices have been used throughout on an installation, guarantees freedom from trouble and disappointment.

Made in Canada

Canadian General Electric Company, Limited

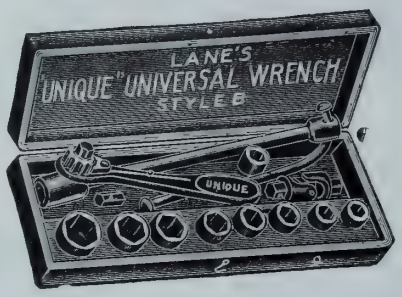
Head Office - TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver, and Victoria.

If interested tear out this page and place with letters to be answered.

LANE'S UNIQUE TOOLS

Unique Universal Socket Wrench Set



Style "B" Set

Lane's Style "B" Unique Universal Socket Wrench is the equivalent of eight Tee handle, eight Flexible, and eight off-set Ratchet Wrenches—a total of twenty-four wrenches. Each set consists of an eleven-inch, Sliding, T-Handle, Socket Wrench—a 7 inch, Unique Reversible Ratchet Wrench—Universal Joint, Adapter Pin, and eight Unique broached steel sockets with hexagon openings from 7-16 to 7/8".

Lane's new Wrench Sets sell as well for the hardware merchant as have the pioneer Unique Ratchet Wrench Set Line. Mechanics fully appreciate the utility of this versatile wrench, and buy them readily. Lane's new Unique Universal Socket Wrench is built throughout of cold rolled steel. The Joint is machine made and hardened. It will operate at any angle up to 45 degrees. The sliding handle permits using the wrench in close quarters.

Manufactured by

Will B. Lane Unique Tool Co.

170 West Randolph St., Chicago, Illinois

TUNGSTEN

VACUUM AND GAS FILLED

LAMPS

LICENSED UNDER THE PATENTS OF THE C. G. E. CO., LTD.

The "AJAX" Line embodies everything in the art of Tungsten Lamp Manufacture that is necessary to produce a strictly high grade A-one product via superior quality of materials and workmanship, uniformity of construction, maximum candle power output for a guaranteed average life performance of 1,000 burning hours at minimum current consumption, rigid inspection of all component parts and of the finished lamp, all being combined with the very latest scientific methods of manufacture.

Why fool with, or jeopardize your business by handling cheap imitations when there is such a large measure of lamp value and security to be had with "AJAX" Lamps? Apply to our factory or nearest branch for prices.

MANUFACTURED BY

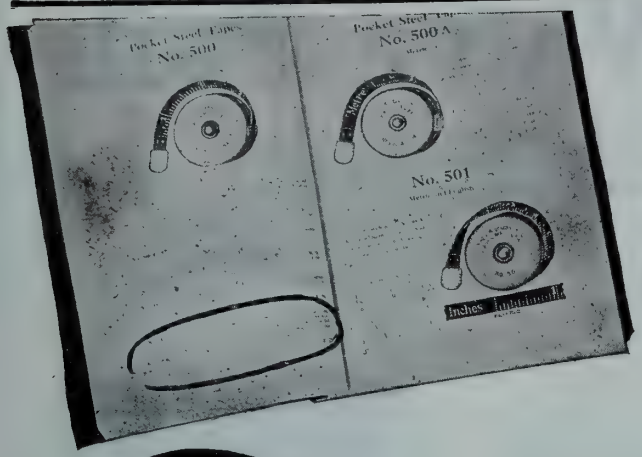
The Canadian Tungsten Lamp Co., Ltd.

Hamilton, Canada

Branches: ***Toronto*** ***Montreal*** ***Winnipeg***

If interested tear out this page and place with letters to be answered.

New Tools You Should Know



BUILDERS' TAPE No. 540

An invaluable convenience to Builders, Contractors, or Architects. Calibrated to scale (1-8 inch to the foot, or 1-4 inch to the foot) this tape enables the user to take any measurement of any dimension on any job, direct from the plans. Fully described on Page 42 of the new Starrett Catalog No. 22 "MA" reproduced above. Next time a builder, contractor, or architect comes into your store, ask him what he thinks of this Starrett No. 540 Builders' Tape. There's a demand for it in your town. And write for the Starrett booklet—"The Tools Mechanics Buy."

The L. S. Starrett Company

The World's Greatest Toolmakers

Manufacturers of Hack Saws Unexcelled

Athol, Mass.

Sell Starrett Tools

Your customers have quit replacing these things—

They're Mending Them Now —*With Solder*

Things that would have been discarded and replaced a year ago, are repaired now—that's the "thrift-time" spirit.

More solder is needed to mend the pots, pans, electrical appliances, tanks, and hundreds of other things that are being fixed with solder. So the decrease in sale of new merchandise can be partly made up for by *increased* sale of—

KESTER ACID CORE WIRE SOLDER
FLUX IN POCKETS

The Thrift-Time Seller

Every sale of this handy, genuine tin-and-lead, *Self-Fluxing* Solder makes a permanent customer because Kester-Solder does better work and eliminates separate, mussy flux and the time formerly wasted in applying it.

Try it without cost. Use it on your own work. Note how the scientifically prepared flux flows out of the pockets as the solder is melted off. Note the perfect bond, too—then you'll know why Kester Solder is in such great demand.

Remember it stocks two items in one—flux and solder, so it's easy to handle; easy to sell. Sold in one pound cartons and on one, five and ten pound spools.

CHICAGO SOLDER COMPANY
4225 Wrightwood Avenue, Chicago
Direct Factory Representatives:
The Faucette-Huston Company
Chattanooga, Tenn.
Louis J. Ziesel Company
216 Market Street, San Francisco, Cal.

Free Try-Out Coupon

CHICAGO SOLDER COMPANY
4225 Wrightwood Avenue, Chicago, Ill.
H. & M. 11-26-21

Gentlemen: Without charge, please send me a sample of Kester Acid-Core Wire Solder.

Name.....

Address.....

.....

Our Supply House is .....

If interested tear out this page and place with letters to be answered.

Davidson's Water Pails

These pails are seamless throughout. They are strong and sturdy, made in our "Colonial," "Premier" or "Whiteware." They come in five sizes. These pails, although so moderately priced, are considerably above the ordinary in quality.

We are always glad to supply you information on Steel Castings, Oil Stoves, Ranges, etc., etc. Full particulars and prices on request. Ask for Booklet No. 2.

The Thos. Davidson Mfg. Co. Limited

Head Office - - Montreal

Branches: Toronto and Winnipeg.
Steel Foundry Division: Lachine Canal, Turcot.

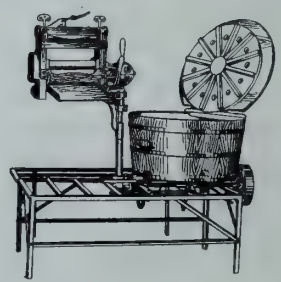
DAVIDSON

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

YOU CAN SELL THIS WASHER



Has every appointment an up-to-date, well-made, high-class washer is expected to have. It sells for a price that is a bargain and gives a good profit. We would like to give you our PRICES and TERMS.

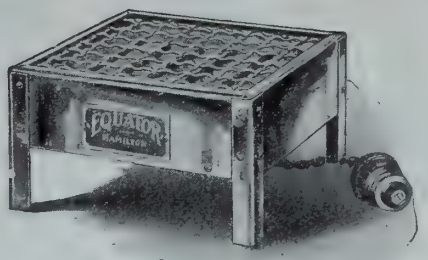
Write NOW.

A. R. LUNDY,
257 King Street West, Toronto.

If interested tear out this page and place with letters to be answered.

EQUATOR

SUGGESTIONS FOR XMAS

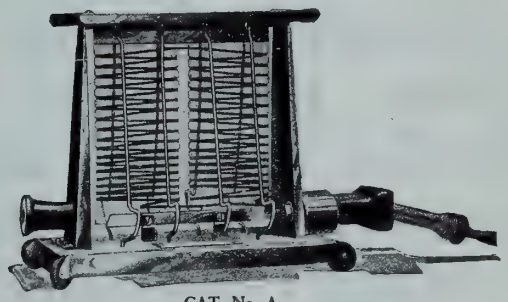


CAT. No. A.

CAT. No. A 7 , 600 WATTS

A DEMAND IS ALREADY ESTABLISHED

SELL THE
DEPENDABLE LINE
AT A FAIR PRICE
AND A FAIR
PROFIT



CAT. No. A.

EQUATOR MFG CO., LTD HAMILTON CANADA.

Morrison Valves

Your customers know the excellent reputation of Morrison Products and buy them readily.

Morrison Valves are specified on nearly all drawings for important contracts.

In every feature of design Morrison Valves are abreast of modern engineering progress.

These reliable fittings are made from perfect patterns, cast with the greatest skill, insuring evenly distributed material in the walls.

James Morrison Brass Mfg. Company
LIMITED

93-97 Adelaide Street West TORONTO, ONT.

If interested tear out this page and place with letters to be answered.

Files wear out and must be replaced: they cannot be re-sharpened, like other tools.

By stocking one of the following five standard brands of files, therefore, the dealer has the assurance of steady profits without the effort of selling.

Ask your Jobber to supply you with one of the following five famous brands: he can always do so promptly because we maintain large reserves:

Kearney and Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

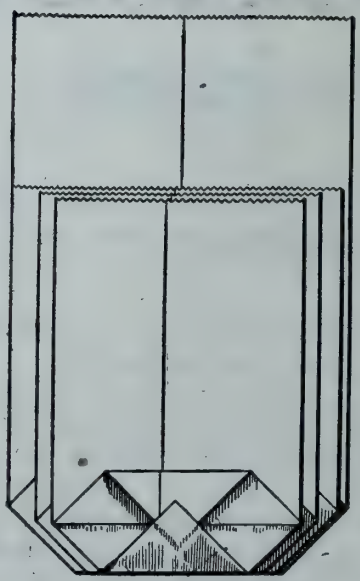
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Kraft Hardware Sacks



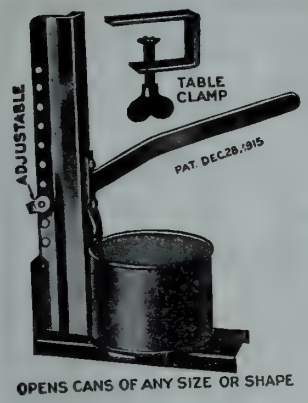
We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.
OTTAWA - CANADA

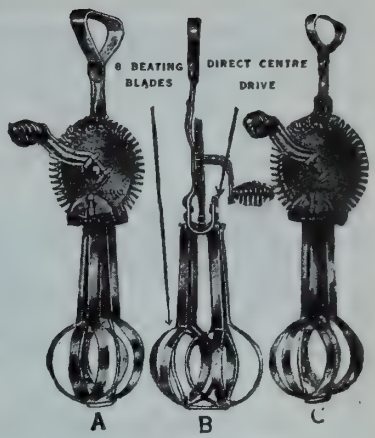
If interested tear out this page and place with letters to be answered.



OPENS CANS OF ANY SIZE OR SHAPE

"Reproduced from 9 U.S. Trade Papers"

Egg Beater Philosophy



The great American who said, "The man who makes a BETTER mouse-trap will find a well-beaten path even through the forest to his door," (a great truth) meant EGG-BEATERS also. LADD ALL-STEEL BEATERS are in EVERY STORE PAYING ATTENION TO QUALITY. These BETTER BEATERS are the magnet; all these stores are the paths to us. The well-beaten paths outward from these stores LEAD TO DISCRIMINATING HOMES EVERYWHERE. Dealers should keep these paths busy by CONTINUALLY STOCKING LADD-ALL-STEEL BEATERS, the proverbial "BETTER mouse-trap." Substitutes grow grass upon these paths.

LADD ALL-STEEL BEATERS—3 sizes for all requirements.
LADD MIXER CHURNS—1 qt., 2 qts. Removable Beaters.
SATURN REELS—2 finishes, 40 ft. cord.
SATURN CAN OPENER—Safety, Stationary.
CAN OPENERS—5 usual varieties.
RAZOR PARING KNIFE. NUT CRACKERS.

JOBBERS the world over and US.

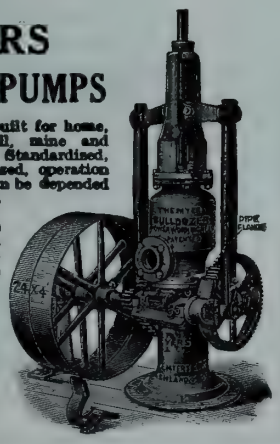
United Royalties Corp.

1133 B'way, New York

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND, OHIO

NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

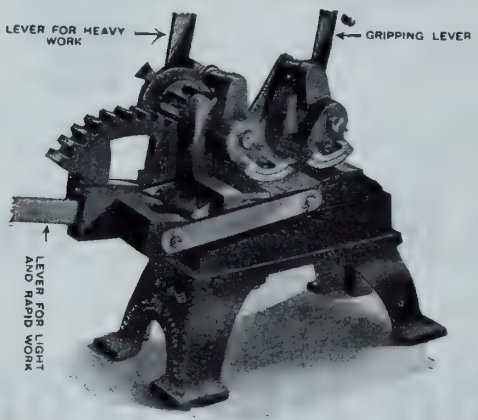
HAVE YOU OUR CATALOGUE GRADE "D"?

THE GENDRON MANUFACTURING CO. LIMITED

JARDINE TOOLS

This is a remarkably efficient machine that one man of medium weight can operate with ease on the heaviest work. It has the usual direct leverage for upsetting light to medium tires, and, in addition, a geared leverage that increases the power more than three to one for heavy tires and axles. The jaws are of tool steel, the teeth are machine cut and carefully tempered. This powerful machine upsets any tire up to four inches by one inch, and axles up to one and one-quarter inch.

Ask for catalogues



Tire Upsetter No. 6

A. B. JARDINE & CO.
LIMITED
HESPELER ONTARIO

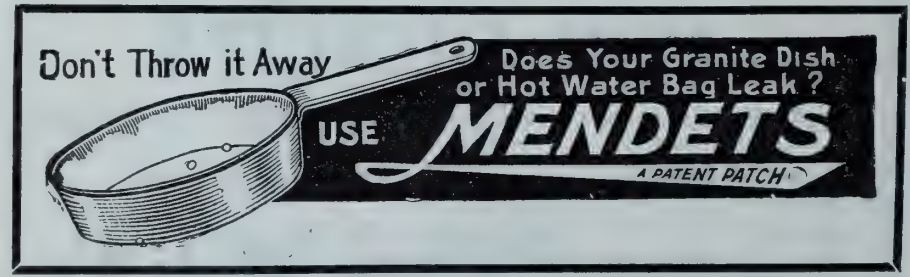
FROST KING
Weatherstrip
Saves High Priced Coal

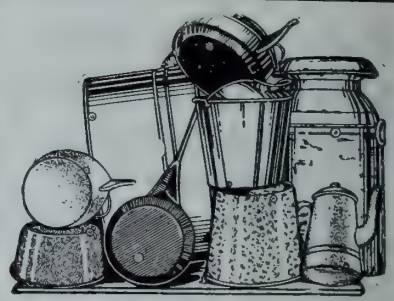
Coal prices are still up, and it pays your customers to stop all the drafts around windows and doors with Frost King Weatherstrip.

Frost King is not "just weatherstrip;" it is an efficient and reliable way to keep out the cold and conserve the warmth of the house. This desirable, quick-selling weatherstrip is made of felt that stops the wind and is extremely durable and neat.

Remind Your Customers

Order from your Jobber





Display Boxes of Mendets on the counter occupy little space, take but a small investment and pay big returns. They cost practically nothing for rent, light, taxes or clerk hire and yet they keep extra money coming in all the time. Often they make sales while you are busy with a customer. Why not have this extra profit? They sell by the millions of boxes.

Collette Mfg. Company, Collingwood, Ontario.

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

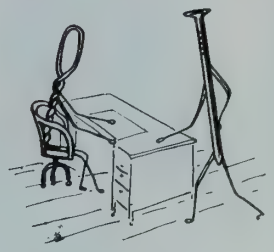
It pays to sell STILL'S.

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Laidlaw's Wire Boys

Their Chat No.6

Business Picking up



"Don't say it, W. N.!—I know you are going to tell about the way business is picking up, for I have met scores of travellers this week who had the same story to tell and believe me it's a welcome change."

"Tell the truth, B. T., I was going to spring the same yarn on you, for I'm chock full of optimism today—look at that sheaf of orders as evidence. I think, as most of the boys do, that the tide has turned and 1922 will see more healthy business.

"Let's hope and boost it along this week."

Laidlaw Bale Tie Co. Ltd.
Hamilton - - Canada

Service Counts!

Eavetrough, Conductor Pipe and Elbows, Ridge Roll, Valleys, Corrugated Iron, and a large stock of Galvanized and Black Sheets. Write for our new prices.

"We Ship While Others Are Thinking About It"

Wheeler & Bain
Limited
Toronto, Canada

TRIMO

THE WORD TRIMO

Pipe Wrench

Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make Trimo Pipe Wrenches superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.

Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

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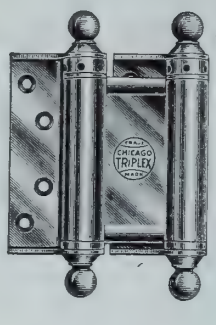


TRADE CSB CO MARK

TRADE CHICAGO MARK

SPRING HINGES

TRADE CSB CO MARK

The Chicago "Triplex" Spring Butt-Hinge has a body made of *one integral piece*—no fastening separate parts together.

Its Disassemblement Feature is characteristic of "Chicago" originality. A hinge unsurpassed in appearance, durability and finish.

A Size For Every Door

Chicago Spring Butt Company

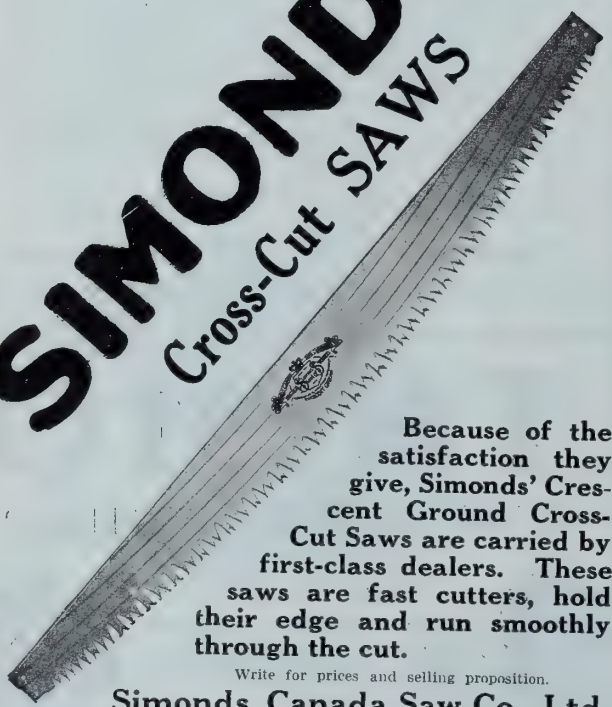
CHICAGO NEW YORK

Send for Catalogue 36

A Type For Every Use

SIMONDS

Cross-Cut SAWS



Because of the satisfaction they give, Simonds' Crescent Ground Cross-Cut Saws are carried by first-class dealers. These saws are fast cutters, hold their edge and run smoothly through the cut.

Write for prices and selling proposition.

Simonds Canada Saw Co., Ltd.

St. John, N.B. Montreal, Que. Vancouver, B.C.

TWEED

SANITARY CLOSETS

will find a ready sale

Our No. 1 Tweed Sanitary Closet with mahogany finished seat and lid with nickel-plated hinges. Every Tweed is built on similar lines and guaranteed to give satisfactory service.

These Tweed Sanitary Closets will find ready customers among farmers, suburban dwellers, or any class of people who live in a locality without city conveniences and it is among these people that you can do a profitable business.

The Tweed is simple to install, absolutely dependable, sanitary and inoffensive, and can be used in any room in the house. The Special Tweed Chemical used in connection with the closet destroys all trace of odor. No plumbing of any description is needed. The Tweed solves the problem of putting city conveniences into country houses at a fraction of the cost.

Let us tell you more about the Tweed as a selling proposition. Write us for price lists and literature describing Tweed Sanitary Closets, Tweed Baths and other home conveniences manufactured by us.

The Steel Trough & Machine Co.
LIMITED

TWEED -:- ONTARIO

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

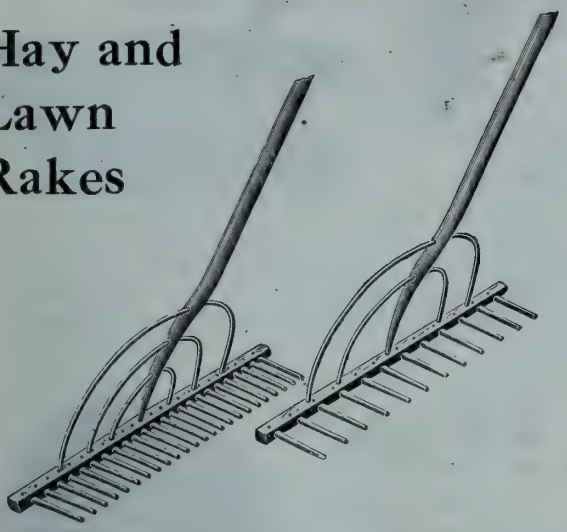
Manufacturers of Lumber Tools

Pembroke **Ontario**

If interested tear out this page and place with letters to be answered.

RUGG-BALL

Hay and Lawn Rakes



These lawn rakes will not tear and destroy lawns like the steel-tooth rake, Notice the improved double bend in the handle making a much better hanging rake. We make these

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OF ALL DESCRIPTIONS

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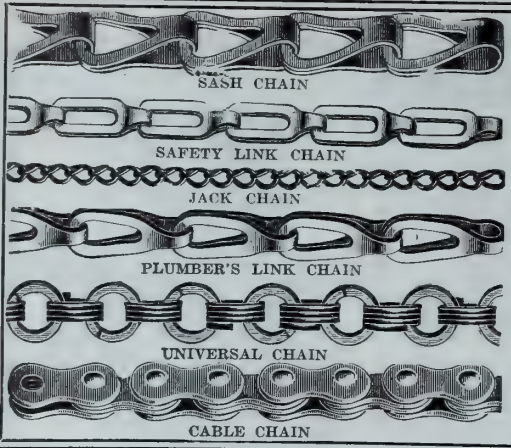

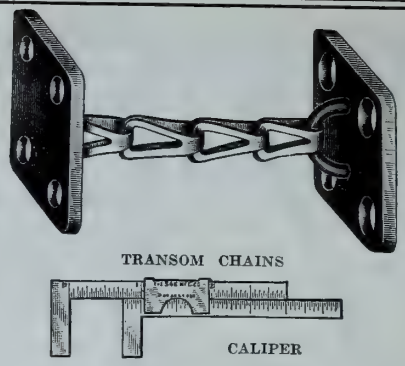

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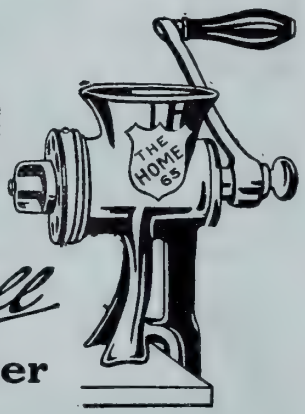

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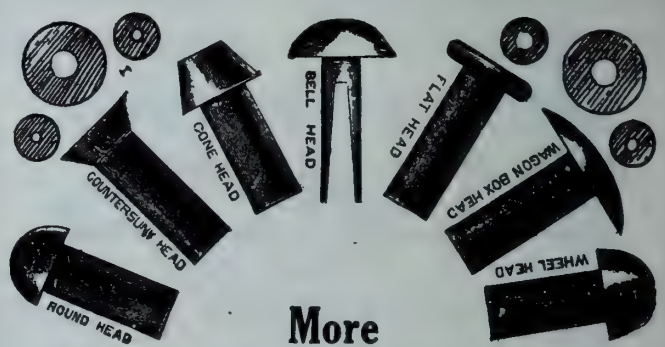

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Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

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Roofing and Building Papers That Continually Boost Your Store

Building Papers, Tarred Felt, Sheathings and Tar Products, and Wrapping Paper of all kinds that give service in use, reflecting credit on the dealer and inspiring confidence in all the lines he sells—that's the McArthur line.

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Your Wholesale House will Quote you on

DOUBLE LIFE
ALL METAL EXTENSION
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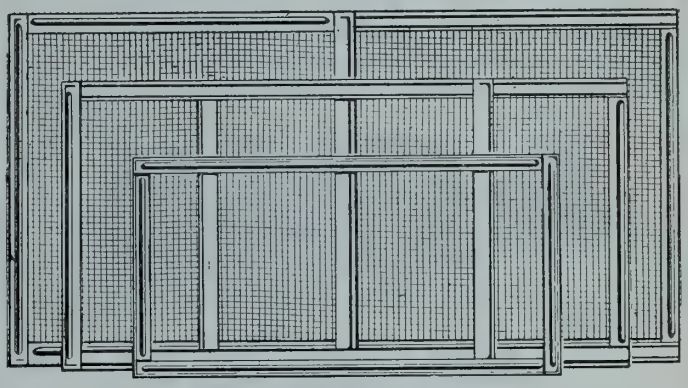

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Contrast the Burrowes All Metal Green Enamelled Fly Screen (which admit 20% more light) with the old style large rimmed screens that warp, get weather worn, bind, and twist out of shape.

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TORONTO

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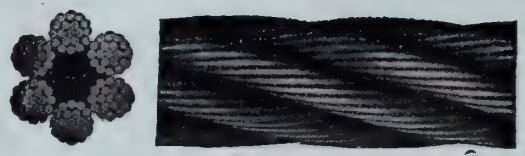

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Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

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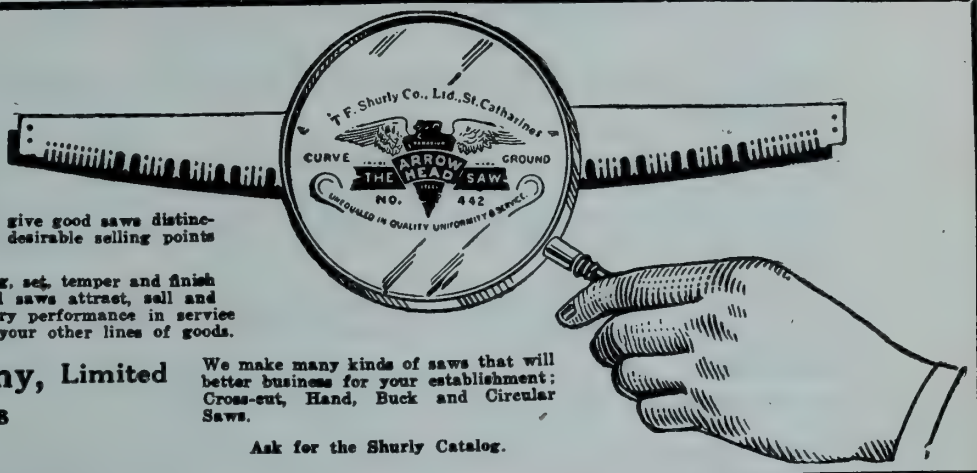

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We make many kinds of saws that will better business for your establishment; Cross-cut, Hand, Buck and Circular Saws.

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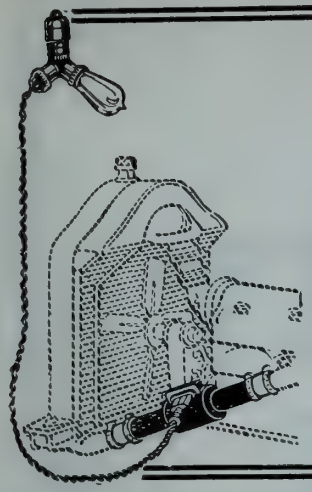

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No. 234

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HUNTING &
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Thoroughbreds!

If you sell a man a paint or varnish brush that disappoints him—if the bristles come out and mar his work, if the brush disintegrates through the action of turpentine, varnish or oils—he blames **you,** Mr. Dealer, as well as the brush itself.

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FACTORIES: TORONTO AND GRAVENHURST, CANADA

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. NOVEMBER 26, 1921 No. 48

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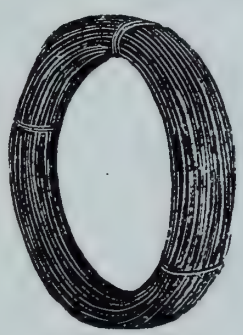

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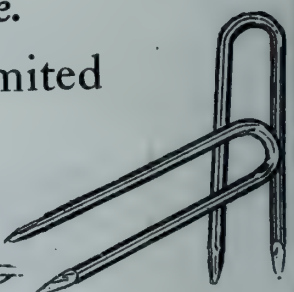

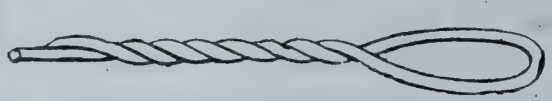

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Hardware and Metal

Published Every Saturday Since 1888

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Where Industrial Activity is Found

Manufacturer of Process Parts Required by Various Industries Gives a "Close-Up" of Reasons Why One Plant Is Active and Another in Same Line Is at a Standstill—Same Principles Govern Retailers in Meeting Readjustment Problems of Merchandising

By H. L. Southall, Based on interview with A. W. Taylor, General Manager Parmenter & Bulloch Ltd., Gananoque, Ont.

WHAT MIGHT be considered as a fairly accurate barometer of industrial activity in many branches, is the extent of production of such process parts as nails, rivets, washers, burrs, etc., which enter largely into the manufacture of a very wide range of products. For this reason Hardware and Metal was much interested in the information secured from A. W. Taylor, General Manager of Parmenter & Bulloch Ltd., of Gananoque, Ont., concerning the extent of industrial activity in the manufacture by this firm of such products as have been outlined. This interest, as pointed out, is due to the fact that the extent of activity in this line is a good indication of the prevailing requirements of other important branches of industry, providing manufacturing is being done for current needs and not for stock, as is the case with this firm.

Discussing industrial developments Mr. Taylor pointed out that a distinct improvement has been noted recently. He is in direct touch with many large manufacturers in various parts of Canada and has first hand information concerning them.

In indicating that certain of the manufacturers who are buyers of the products of his firm, have recently shown increasing activity where they were formerly quiet for a considerable length of time, Mr. Taylor emphasized the fact that the business now being secured has followed much aggressive effort and that it was very noticeable that the firms who were putting forth such effort were rapidly overcoming the handicaps peculiar to the recent condition of business.

A Case in Point

Proving this point Mr. Taylor outlined the cases of ten customers, firms engaged in much the same line of industry. Of these ten firms three of them are described as now actively engaged, with production up to fair levels and steadily increasing, while the other seven firms' activities are practically at a standstill.

As to the reason for this condition of affairs among business men engaged in the same line of industry and with much the same obstacles to face, Mr. Taylor pointed out that apart from the aggressiveness displayed on the part of the few, some advantage had accrued to certain of those firms from being quick to base prices on replacement values. Others who followed the short sighted policy of trying to maintain prices in the face of reduced costs, soon found there was no market for their goods. Subsequently when they did reduce their prices to bear a correct relation to prevailing costs they found that their customers had linked up with some competitive line. Mr. Taylor attributes much of the recent industrial improvement to the increasing confidence among buyers as result of more manufacturers and distributors endeavoring to pass on any price advantage. The extent of the improvement would, he said, be gauged accordingly as all branches of the trade accepted or rejected this plan of readjustment. The case of the manufacturer has been outlined in particular but Mr. Taylor emphasized that the case of the retailer is similar in most respects and that the merchant who is attempting to restrain the downward tendency of prices in the fear of loss to himself, is retarding a natural movement which is the only sure road to improved conditions.

Farmer Has Had No "Raw Deal"

Having considerable dealings with the manufacturers of agricultural implements, Mr. Taylor pointed out that the careful buying policy of the farmer is indicated in the reduced extent of operation in this industry. It was his opinion that the farmer had not been given the "raw deal" of which he frequently complained when called upon to pay prices for hardware and other lines which he thought were out of all proportion to the present revenue producing value of his crops.

"The farmer has had no heavy inventories to reduce as have the manufacturers and most retailers," said Mr. Taylor, further enlarging upon this point.

Returning to the comparison made as between manufacturers in similar lines of business, Mr. Taylor stated that competitors have recently been making accusations of price cutting against the firms which have taken steps to secure business and keep the wheels of industry in motion. In this connection, Mr. Taylor pointed out that his own enquiries on the subject had proved that those manufacturers who have recently been operating at fair capacity are in much better shape due to working off high

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A COMPARISON

Of ten manufacturers engaged in the same branch of industry, with similar obstacles to meet, three are now actively engaged in production while seven are practically at a standstill. The three have now worked off high priced stocks by basing prices on replacement values and are all set for new production at low levels which will show profit. The other seven have closed down factories and are sitting back with warehouses filled with high priced stock and are trying to figure ways of liquidating the stock without loss. Overhead costs against stock on hand are constantly mounting and many customers have been lost by firms such as the seven mentioned. Retailers are faced with much the same problem.

Hardware Trade Not To Be Eliminated In Tire Selling; Lower Prices Quoted

Decline of 20% on Cord Tires and 10% on Fabric Tires—Officials Describe as "Foolishness" Reports That Hardware Trade to Be Eliminated—U.S. Competition Forces Prices to Low Levels and Jobbers Being Eliminated in Some Cases as Result

Reports came to Hardware and Metal late this week that a group of four of the largest tire manufacturers in Canada had decided upon a substantial reduction in price, of cord and fabric tires and that simultaneously had decided to eliminate wholesalers in the distribution of tires and also eliminate the retail hardware trade. Statements from officials of these companies are given herewith.

"THE REDUCTION in automobile tire prices is more in the nature of a levelling up in quotations generally, and varies on the different products," said H. C. Lower, General Sales Manager, Goodyear Tire & Rubber Co., Toronto. In discussing the present tire situation, Mr. Lower referred to the decline as being based upon primary market conditions, coupled with some slight reductions in raw material prices and recent lowering in production costs. "The extent of the reduction," said Mr. Lower, "is around 20 per cent on cord tires, and in the neighbourhood of 10 per cent. on fabric tires. These revisions, however, are not exactly uniform, and apply to just certain sizes."

Dealing with the reported decision of tire manufacturers to eliminate the wholesale houses, and also the retail hardware merchants as future sources for marketing their products, Mr. Lower stated that this factor was in the nature of news to him. One reason for this was pointed out in the system for distribution employed by The Goodyear Co. "This method," remarked Mr. Lower to Hardware & Metal, "has been of a direct nature, and the fact that we do not deal through the jobbing houses, or rely on jobber's connections for our dealers, may be the reason why we have not yet heard of such a decision. We have our own representatives travelling throughout the country, in co-ordination with our offices and factories. This Company has branches at various points, and where we have no branch office, we have sales agencies who distribute the Goodyear products through their respective districts. Our list of selected dealers contains the names of many hardware merchants, garages, and general stores. There are a large number of garage men to whom we do not sell our products, and there are many hardware merchants selling our tires to-day." How this development would affect them Mr. Lower was not in a position to discuss, as he preferred to have further information at his disposal. "As far as the decision to eliminate the jobbers is concerned," said Mr. Lower, "this probably refers to some of the smaller manufacturers who have been dealing through these sources in the past, and are without chains of branches and agencies such as we possess."

Other interesting facts gleaned in connection with the prevailing tire situation are to the effect that price developments in the United States markets constituted one of the prime factors in forcing Canadian tire manufacturers to take action, which was not considered either necessary or justified in domestic circles. This opinion was expressed by a well-informed tire company official. It was further pointed out that the current reduction was now necessary, as producers here were bound to keep their prices at such low levels as would tend to prevent U.S. manufacturers flooding the Canadian tire markets. Duty, exchange, sales tax, and the original cost of the United States products, were factors which had to be taken into consideration; but with distributors to the south having instituted a price-cutting war, and selling tires below the cost of production, protective measures along the lines of comparative declines in quotations have had to be adopted by Canadian tire producers in order to preserve their markets and corresponding interests.

Price Factor Eliminates Wholesalers

It was also pointed out that the decision on the part of some tire manufacturers to eliminate the wholesale houses as a distributing factor in future marketing of tires, was entirely due to the

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Wide Price Range On Oil Heaters

FOLLOWING upon recent information set forth in Hardware and Metal as to prices being quoted on Perfection Oil Heaters, japanned or nickel trimmed, and especially in view of the subsequent statement of this company that prices on these heaters were now uniform a further enquiry was made among twenty-eight stores in Toronto including hardware, furniture and departmental. A wide range of prices was quoted these in many cases being much lower than the "uniform" price of $8.75 for the japanned heater and $9.75 for the nickel trimmed heater.

The following table represents the prices quoted on the two styles of heaters by these twenty-eight dealrs. Names are not given in the list but should these be desired Hardware and Metal will be pleased to submit the list to officials of the Ontario Retail Hardware Association for confirmation.

	Japanned.	Nickle-Plated.
Store No. 1	$7.50 each	$8.50 each
Store No. 2	8.50	9.75
" "	7.75	none in stock
" " 4	7.75	don't stock
" " 5	7.50	8.50
" " 6	8.75	none carried
" " 7	none in stock.	8.00
" " 8	8.75	9.75
" " 9	6.95	10.50
" " 10	8.75	8.00
" " 11	8.75	9.75
" " 12	none in stock	9.75
" " 13	8.75	9.50
" " 14	7.95	9.75
" " 15	8.55	Do not stock
" " 16	7.50	9.55
" " 17	6.50	8.25
" " 18	8.75	7.50
" " 19	8.75	9.75
" " 20	9.00	9.75
" " 21	8.75	10.00
" " 22		None in stock
" " 23	8.00	not handling this year
" " 24	7.00	9.50
" " 25	7.50	8.25
" " 26	8.50	8.50
" " 27	6.75	9.50
" " 28	6.75	(not stocked)

Practical Hardware Gifts for Xmas

Cry of Economy Increases Opportunity for Sale of Practical Hardware Lines as Christmas Presents—Shoppers Already Busy —Plans of Various Hardware Firms for Stimulating Trade In Christmas Lines

A GREAT many unique plans are being employed by hardware merchants to secure the early attention of the Christmas shoppers and to impress upon them the economy of buying useful gifts for all members of the family. Ingram and Davey Ltd., St. Thomas, advertise that they have received another wire from Santa Claus in which he states that he has been delayed but will be in Toyland as soon as possible. By advertising some message daily, the interest of the children is increased until the arrival of Santa Claus with his various accoutrements and supply of toys.

Two seasonable window displays, widely different, but each a big producer of business, have been arranged in London by the Cowan Hardware Company and J. G. Steele.

The Cowan window is a combination display aimed to attract the early Christmas shopper and also those interested in purchasing inexpensive but useful articles for the home. On three narrow steps at the back, covered attractively with green cloth, are arranged such lines as electric toasters, thermos bottles, brass goods and small articles of plated ware. On the floor in the centre at the front is an attractively arranged display of nickeled flash lights. At one side is shown a selection of small, reasonably priced cut glass flower vases. On the other side is a showing of cutlery and pocket knives. Both kinds of knives are arranged on show boards covered with green and stand out well. Prices of each pocket knife are marked plainly and the prices of the table knives are also given. Just behind these are shown two handsome cases of carvers. In one corner of the window is an ash tray and stand and adjoining it on a very neat, small pedestal is a shining percolator. In the other corner is a pyramid of small alarm clocks, the pyramid being constructed by using the boxes. Price cards are plentiful and the window has been a big drawing card for scores of men and women who are on the lookout for reasonably priced, useful and good looking Christmas gifts.

Soon Brought Results

"The display was no sooner placed than we began to get results," said Manager Howard Crummer to Hardware and Metal. "There is a good deal of early Christmas buying being done this season and we are finding that it

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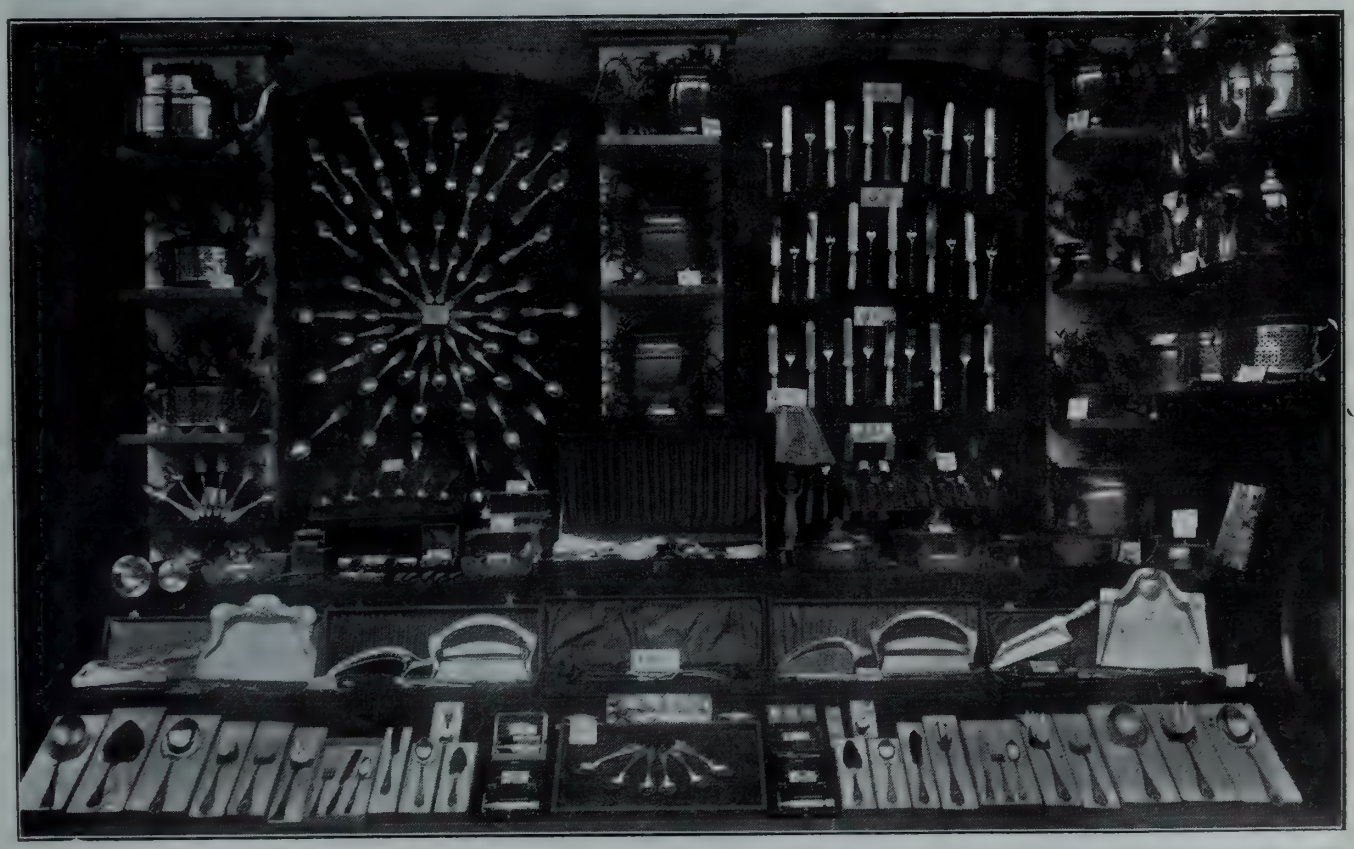
Encourage Early Shopping For Christmas



Many suitable gifts of a practical nature are shown in this Christmas display as arranged by Rutherford and Kayser, Hardware, Simcoe, Ont. This display won third prize in places under 5,000 in the 1920 Hardware and Metal Christmas Window Contest. For a comparatively small window there are a great many gift suggestions shown, and each stands out clearly with price tickets generously used. Some evergreen is used to improve the arrangement. Silverware, cutlery, safety razors, flash lights, cut glass, kitchen ware, portable lamps, electrical goods are some of the lines shown.

"Tremendous Influence in Re-Establishment of Normal Business"

So Business Papers are Described by Col. Henry Cockshutt, Ontario's Lieutenant-Governor — Leadership Through Business Press Said to Be a Big Help in Building Business Fabric of the Country

ONTARIO'S Lieutenant-Governor, Col. Henry Cockshutt, himself an outstanding success as a business man, paid an understanding tribute to the business papers of Canada when, speaking at a luncheon in connection with the annual meeting of the Canadian National Newspapers and Periodicals Association at the King Edward Hotel, Toronto, on Thursday, Nov. 10, he said:—

"I am especially glad to be with you to-day because I believe that the influence of the business press will be one of the most important factors in re-establishing business conditions in Canada on a safe and sane basis. I make a distinction between the business newspapers and the daily press because I believe that your papers—the business newspapers of Canada—exert a greater influence than the daily press because of the greater confidence your readers have in them. People read the daily newspapers to keep abreast of the general news of the day. They are interested in what is happening around them and they read to satisfy their desire for excitement or interest or entertainment. What they read in the daily newspapers to-day is forgotten to-morrow.

"But this is not the case with the business newspaper. Business men need the service of these papers in the conduct of their everyday business life. I have noted that they usually have a business paper or two in their pocket when they go home Saturday night. I do not say that they read them on Sunday, that I do not know, but I do know they study them carefully, and that a great number of your readers will come to their business on Monday morning with some clipping from your paper in their pockets. They will say to their associates, 'This is the situation, I can show it to you in this clipping.' For that reason, gentlemen, I say that yours is the greater obligation, because you are leaders, because you are helping to build up the business fabric of the country.

"You should be very careful that everything that appears in your columns bears the imprint of the truth. You must be sure that the news you give is correct beyond question, because there are thousands of your readers ready to set their business course by the news and advice you give them. I am familiar with a good many of your publications and I can personally attest to their high character. It is of vital importance that this high character should be maintained, and that no effort should be spared to give in your columns the maximum of service.

"In these days when there is disorganization, dissension, disruption in all walks—business, politics and religion, there is a great place for the business paper to bring out more complete information, to assist in making us all realize we must work for a common cause, the upbuilding of our country. The business men of this country need your assistance. They are looking to you for information and advice, and are expecting it. On your shoulders therefore perhaps more than on the shoulders of any other single agency, rests the obligation to meet the needs of these trying days, with a sane and sound presentation of the case as it exists at the present time, a presentation free from private bias, or the desire to serve a popular demand.

"You can, and I believe will be one of the largest factors in helping to bring

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The use of a price ticket on every line shown is one of the strong features of this window display by W. A. Schaefer of M. Weichel and Son, Waterloo, Ont., a window which won third prize in places over 5,000 in the 1920 Hardware and Metal Christmas Window Contest. A comprehensive range of suitable gifts is shown including portable heaters, thermos bottles, brass goods, china ware, cut glass, alarm clocks, cutlery, safety razors. A neat card extends an invitation to look over the stock. To a person who has little time for shopping and who is backward about entering the store until the article to be bought is decided upon, such a window as this will be of inestimable help.

News of Western Canada

Seasonable Movement of Hardware in B.C.

Stocks Largely Placed in Retailers' Hands — Shovels Decline—Cutlery Stocks Carried Over— Collections Good in Fruit Districts

FALL business in the wholesale and retail hardware trade has been satisfactory in British Columbia, there has been a noticeable slackening off during the last ten days. Seasonable goods are largely placed in retailers' hands and no special rush anticipated until the Christmas rush which this year is expected to be of a fair volume. The present quietness in the trade has not assumed the proportions of a depression although the distributing trade would like to see a little more activity.

During the present week, the Okanagan, which has been placing good orders all season, received a seven-inch fall of snow and with a temporary lowering of the thermometer, several of the coast wholesalers received hurry-up orders for goods. This pertained particularly to stove and furnace lines and repair parts. Generally speaking the upper country and Victoria business is good and no complaint is heard although the same cannot be said for the north and northern interior. The virtual stoppage of the shipbuilding business at Prince Rupert is undoubtedly having an adverse effect.

Collections appear to be a little slower than at this time last month, though some of the houses report that in some localities, particularly the fruit districts, payments are being regularly met and in some instances discounts are taken.

A price change of importance this week is a drop of two dollars per dozen in shovels. Handles have been gradually easing off for some time but the trade is unable to understand the manipulations in the price of steel. When black iron plates were quoted at $2.75 at Pittsburgh, the manufacturers announced an advance of $5 per ton with an advice to buy. This action is reported to have been repeated again but with indifferent success, the buyers steering clear of further stocks, since which time lower adjustments have been in order.

Representatives of English cutlery firms in the east will probably notice few orders for Christmas goods this season, from the coast. This is said to be due to a heavy carry-over from last year. German agents are in this market but considerable complaint is heard as to the delay in the filling of orders.

A reduction of $36 in the price of Eden washing machines has been announced. These are now selling at $174, on terms.

The Retail Merchants Association has announced the semi-annual "Dollar Day" for Saturday, Nov. 19. Retail hardware firms are co-operating in making special prices for the day. For instance one prominent house is advertising one quart enamel double-boilers, roast pans (regular $1.45), sauce pans, aluminum loaf pans, corn broom with sweeping compound and other articles at a dollar. Reductions of importance on higher priced goods are also announced.

WESTERN CANADA NOTES

Messrs. W. H. and T. A. McManus, of Vancouver, have formed a partnership under the name of the British Columbia Metal Toy Company for the manufacture of toys.

* * *

The firm of Williams, Slanner & Hart, of Victoria, has changed its name style to Williams & Hart, Ltd.

Incorporations of the week include the name of The Scale Shop, Limited, head office in Vancouver, capitalization of $10,000.

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J. R. Davidson, president Thos. Davidson Manufacturing Company, Montreal, accompanied by Mrs. Davidson, was a coast visitor at Vancouver this week. He sailed on the Niagara for New Zealand on a combined business and holiday trip. They will be away about three months.

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The executive of the Made-in-B.C. Campaign is arranging a dinner to be given at Vancouver on the evening of December 28, at which travellers representing the various manufacturing and wholesale firms will be guests of honor. The hardware trade will be well represented.

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G. U. A. Chowne is the new manager of the R. M. Moore Company formerly known as the Moore Light Ltd. in Vancouver. The company is entering the prairie market with its gas heating stove.

Charles E. Houlding who recently disposed of his hardware business in Saskatoon has been a Vancouver visitor during the week. It is understood that after a short holiday, he will locate on the coast. He intimated that farmers on the prairie are endeavoring to secure sufficient representation at Ottawa to exert a strong influence toward raising the price of grain to the consumer.

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The British Columbia Electrical Service League, an announcement about which appeared in last week's issue of Hardware and Metal, is organizing an industrial lighting exhibit at Vancouver with the idea of impressing upon industrial plant managers the value of better illumination.

* * *

Winnipeg—C. H. S. Bamford, sales manager, the J. H. Ashdown Hardware Company, is confined with an attack of influenza.

* * *

W. Reynolds, manufacturers' agent, Winnipeg, is on a business trip to Calgary and Edmonton calling on the jobbing trade.

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Humboldt, Sask.—Manville Hardware Co. have bought out Schoenan Bros. & Co.

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Winnipeg—Walter Woods Ltd. now heads the local merchant's bowling league with Wood Vallance Ltd., standing third, Great West Electric Co. fifth and McClary's tenth.

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Benson E. Dalzell, has joined the staff of the Miller-Morse Hardware Co., Ltd., as manager of the Automobile Accessories department.

C. A. Morrell Miller, son of the late Hyman Miller, one of the original founders of the Miller-Morse Hardware Co., Ltd., is now engaged in the hardware business of this firm.

* * *

Vancouver, B.C.—There has been a registration at Victoria of the Richards Glass Company, head office of which is in Toronto. The company is now allowed to do business in the coast field.

* * *

With a capitalization of $50,000 the Duplex Heater, Limited, has been incorporated in British Columbia with head office at Kaslo in the Kootenays. The company proposes to manufacture and sell duplex heaters, stoves, furnaces and all articles for the generation of heat for dwellings and all other buildings. The incorporators are also empowered to carry on the business of hardware merchants.

How Hardware Lines Will Be Marked

Marking of Country of Origin on Imports of Hardware Outlined Fully—Special Consideration for Imports Ordered Prior to October 1, 1921, Which Are Entered by July 1, 1922

SOME AMENDMENTS have been made to the original regulations of the Department of Customs concerning the marking of country of origin on imports. Changes have been made in regard to the marking of carpets, linoleums, oilcloths, etc., as previously outlined in Hardware and Metal, and some of the exceptions have been made more definite including the following which will not be required to be marked:

Metallic goods not intended for sale to consumer in condition imported but merely raw material for use in manufacture of articles in Canada; crude rubber, crude clay, hides and skins, raw furs, broom corn and bristles, fibre. Partly manufactured materials to be further manufactured or finished in Canada before passing to consumer are also excepted as well as completely manufactured parts for incorporation into articles of Canadian manufacture, provided in both cases that there shall be incurred in Canada at least 25 per cent. of the total cost of production of the article going into consumption in Canada into the manufacture or construction of which such partly manufactured materials or completely manufactured parts shall have entered. Partly or completely manufactured parts for use as repairs to articles made in Canada or imported and already indelibly marked with other country of origin are also excepted.

The most important amendment is as follows: "Goods bona fide ordered prior to October 1, 1921, shall not be subject to the additional duty of 10 per cent. ad valorem to be levied on the value for duty purposes provided such goods are imported into Canada prior to July 1, 1922, but such goods shall not be released from Customs' possession until they have been marked, stamped, branded or labelled with an indication of the country of origin as required by the provisions of the Act under Customs supervision at the expense of the importer."

Specific hardware lines which must be marked according to the regulations or which might be admitted unmarked according to exemptions outlined, are listed as follows:

ALUMINUM GOODS—

1. Following commodities to bear mark of country of origin on each article: Tea Strainers, Percolators.
2. Religious medals are to have country of origin marked on package or container.

AUTOMOBILES AND PARTS AND ACCESSORIES—

1. Articles to be marked: Automobiles, motorcycles, motor trucks, tractors, bicycles.
2. When not imported in compliance with provisions excepting them as entering into construction of finished products in Canada following must be marked: Battery Boxes, Tool Boxes, Spark Plugs, Carburetors, Ignition, Lamps, Distributors, Starter Generators, Fan Belts, Wheels, Steering Wheels.
3. Following articles coming in same category as (2) under the regulations, are to be marked on each carton or container: Ball Bearings, Roller Bearings, Brake Lining, Transmission Lining, Piston Rings, Spark Plug Insulators, Rim Wedges, Rim Clamps, Frame and Body Lining, Gaskets, Shims, Power Belting, Rebound Straps, Tire Straps.
4. Following articles coming in same category as (2) under the regulations are to be marked on a tag or string ticket attached thereto: Radiator Laces, Hood Laces.

CANDLES—

Candles, Wax Tapers to be marked on each package or container

CLOCKS AND WATCHES—

Watch Dials and Movements imported attached as one article need be marked on movement only. Watches imported complete must have movement and case each separately marked. Watch Movements O size (one and one-twelfth inches) or smaller when marked 'Swiss Made" or "U. S. A. Made" will comply with regulations but when larger than O size to be marked as, for example "Made in Switzerland" or "Made in U. S. A."

CHALK AND CRAYONS—

Chalk, Billiard Chalk, Crayons to be marked on containers.

CONTAINERS—

If imported to be filled with Canadian produce and exported, admitted without marking.

CHINA AND CROCKERYWARE—

Each separate piece of China or Crockeryware is required to have thereon permanent indication of country of origin except Egg Cups, Boston Egg Cups, Individual Butters, Custards and Cream Soups which should each have thereon an adhesive label containing required indication of country of origin. Cover Dish Covers and Cover Dish Bottoms, Sugar Dishes and Sugar Dish Covers and similar articles made up in two or more pieces to comprise one unit, need mark on one of the pieces. Re Cups and Saucers, mark may be shown on either of the two pieces.

COAL TAR—

Imported in drums or containers need mark on container. If imported in tank cars no mark required.

CUTLERY AND TABLEWARE—

Each artcle of cutlery including following needs to be marked: Knives, Scissors, Shears, Clippers (toilet and horse), Spoons, Forks.

CORKS—

Each package or container to be marked.

ENAMELWARE—

Each piece of Enamelware to have affixed thereto adhesive label bearing mark of country of origin.

FISHERMEN'S SUPPLIES—

Following supplies when admitted to entry free of duty not required to be marked: Lines, Twines, Nets, Ropes.

FURNACES, STOVES AND HEATING APPLIANCES—

Stoves, Fireless Stoves, Furnaces to be marked on each article.

2. Furnaces imported unassembled or in a number of pieces comprising one complete article to have indication of country of origin on name plate or principal part of each complete article.

FURNITURE—

Following may be marked with metal plate securely affixed on front on which country of origin should be placed: Kitchen Cabinets.

2. Following may be marked with tag attached on which mark may appear: Silk Lamp Shades.
3. Following to be marked with indication of country of origin: Safes, Willow Furniture, Store Display Stands, Antique Furniture, Glass and China Lock Furniture, Metal Beds, Wicker Furniture, Wicker Baskets, Rollers for Blinds.
4. Following articles to have marked on each bundle or roll: Blinds, Reeds, Reed Winding, Chair Cane.

GLASSWARE—

1. Each piece of glassware (except as otherwise provided) to have required mark stencilled thereon or on an adhesive label attached.
2. Following glassware required to be marked on each case or container: Plate Glass, Window Glass, Wire Glass, Sheet Glass for Photo Plates, Glass Tubing.

GLUE—

Mark to be placed on each package or container.

JEWELLERY, GOLD AND SILVERPLATED WARE—

1. Following to be marked on each display card on which mounted: Collar Buttons, Cuff Buttons, Good Luck Charms, Necklace Clasps, Rosaries.
2. Following to be marked on each card on which mounted: Card Jewellery.
3. Following to be marked on each article: Plated Ware, Silver Plated Ware, Brushes, Mirrors, Glove Mirrors.
4. Following to have mark on a tag or string ticket attached: Chains, Chains for Scapulars, String Beads, Necklaces.

METALLIC GOODS—

1. When not imported in compliance with regulations excepting articles entered as repairs or for incorporation in completed article in Canada, following articles to bear mark of country of origin: Cabinet Locks, Furniture Locks, Axles, Skeins, Valves, Steel Stamp Dies, Cast Iron and Steel Die Shoes, Cylinder Keys, Cast Iron Strap Hangers, Malleable Iron Pipe, Pipe Fittings.
2. Following articles answering same description as (1) to bear mark on each separate package or container: Eyelets, Glove, Snap or Envelope Fasteners, Ball Bearings, Roller Bearings, Tin Foil, Mineral Wool, Manganese, Carbon Flour, Nails, Screws, Rivets, Bolts, Lock Nuts, Spikes, Thumb Screws, Hooks and Eyes, on cards and in packages, Furniture Castors, Hose Nipples.
3. Following when imported in lengths of 25 feet or more to have metallic tag securely affixed at intervals of not more than 25 feet on which required indication of country of origin should appear. When imported in separate lengths of less than 25 feet to have metallic tag securely affixed to each separate length on which country of origin is to be marked: Chain, Link Belt Chain, Trace and Halter Chain, Driving Chain.
4. Following when under ¾ in. pitch to have plate or washer inserted so as to be securely affixed at intervals of not more than two and a half feet on which required indication of country is to appear; when ¾ in. and greater, to have plate or washer inserted to be securely affixed at intervals of not more than six feet on which name of country is to appear: Silent Chain, Roller and Block Chain.
5. Following articles to be stamped, stencilled or diesunk, name of country: Oil Cans, Can Openers, Pumps, Horse Bits, Hose Couplings, Door Closers, Door Closer Brackets, Door Hinges, Stands for Geographical Globes.
6. Following articles, where capable, to have mark and where incapable of being marked to have required mark on each package or container: Keys, Key Blanks, Art Metal Work.
7. Following when imported for use on bottles, jars or containers intended to be filled with products of Canadian manufacture exempt from marking: Caps, Covers, Lids (metallic), Aluminum Covers for Jars, Tinfoil Disc Lids.
8. Following to have attached to each roll or bundle a tag bearing mark: Fourdrinier Wires, Wire Rope, Wire, Barbed Wire, Wire Netting.
9. Following to have mark on each package or container: Pins on sheets and cubes and in boxes; Stair Nosings, Stair Plates, Oilcloth Binding, Seam Binding, Carpet Rods, Carpet Pins and Fasteners.
10. Following to have mark stamped, stencilled or diesunk on each length or piece thereof: Copper Bars for window frames and sashes; Mouldings for window frames and sashes; Corners for window frames and sashes.

METALLIC GOODS (EXEMPTIONS)—

Following are not required to be marked: Babbit Metal, Pig Iron, Bars, Cold Rolled Strip Steel, Bar Iron, Silver Bullion, Zinc Spelter, Spiegel Iron, Slab Zinc, Bauxite Ore Concentrates, Crucible Steel, Barytes, Pig Lead, Spiegeleisen, Tin Ingots, Copper Ingots, Aluminum Ingots.

MICA—

Following to have mark on each container: Mica Pulp, Mica Dry.

PAINTS AND OILS—

1. Following to be marked on each drum, keg, barrel or container: Enamel, Paints, Oils, Whiting, Zinc Oxide, Lithargo.
2. Oil imported in tank cars is not required to be marked.

ROPE, TWINE AND CORDAGE—

Following imported in coils, balls, rolls or lengths to have mark on coil, spool or wrapper on each, or on a tag securely attached: Manila Rope, Hemp, Tension Cord for envelope fasteners.

SPORTING GOODS—

1. Following to be stamped, stencilled or otherwise permanently marked: Golf Balls, Tennis Balls, Fire Arms, Cartridges for shot guns, Fishing Rods, Reels for fishing rods.
2. Following to be marked on each wrapper, package or container: Rifle and Revolver Cartridges, Trolls and Spoon Bait.

TINWARE—

Each article of tinware to have required mark stamped, stencilled or diesunk thereon.

TOOLS—

1. Following to have mark stamped, stencilled or diesunk thereon or placed by means of decalcomania transfer: Curry Combs, Hardened Steel Tools, Files and Rasps, Nail Pullers, Screw Drivers, Hammers, Horse Clippers, Saws, Saw Blades (see section 2), Threading Dies, Twist Drills, Wrenches.
2. Following to have mark on each package or container: Hack Saw Blades, Coping Saw Blades

TOYS, NOVELTIES, GAMES—

1. Following to have mark stencilled, stamped or marked thereon: Rubber Balls, Play Balls, Celluloid Balls, Dolls Undressed, Toys, capable of marking, Toy Books, Rattles, Wheel Toys, Balloons, Chess and Checker Boards.
2. Following to bear mark on package, box or container: Games, Chessmen and Checkers.
3. Following when mounted on cards to have mark on each card and when imported unmounted to be marked on each package or container: Woven, Embroidered, Painted or Printed Cloth or Fabric Bookmarks.

WALL BOARD—

Each bundle or package of wallboard to have mark of country of origin.

WALL PAPER—

Each roll of wall paper to have thereon required mark of country of origin.

WEIGHTS AND MEASURES—

1. Following to have required mark: Measures (of quantity), Scales.
2. Following to have mark on each package or container: Weights for scales.

WHEEL GOODS (Not including Autos, Trucks, Tractors, etc.)

Following to have required mark stamped, stencilled or otherwise permanently marked: Children's Vehicles, Wheelbarrows, Road Scrapers, Drag Scrapers, Warehouse Hand Trucks.

WOOD PRODUCTS—

1. Following to have required mark thereon: Butter Plates, Doors, Wooden Paper Knives, Pumps, Willow Baskets, Window Sash.
2. Following to bear mark on an adhesive label: Handles of all kinds.
3. Following are exempted: Cedar Posts, Club Turned Spokes, Rough Lumber, Dressed Lumber, Telephone Poles, Railway Ties, Flooring, Veneers.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Businss Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

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Montreal TORONTO Winnipeg

TORONTO, SATURDAY, NOVEMBER 26, 1921

Applying The Moral

A STRONG moral can be drawn by retail hardware merchants from the first article appearing in this issue, in which a close up view of conditions among ten units engaged in a similar line of business is outlined. There are reasons why three of these units are actively engaged in production today working on low priced raw material at a profit, while the other seven are sitting back with warehouses filled with high priced stock and industrial activity at a standstill, and these reasons apply equally well to the retail hardware trade.

That there are groups of retail hardware merchants who imagine they are deriving the most benefit from maintaining prices in the face of declines made by manufacturers and wholesalers, was proved to Hardware and Metal by a recent visit to various centres in Ontario. This plan is successful in these centres only because every local merchant is a party to it, but in one of the largest of such centres Hardware and Metal discovered that the number of mail order catalogs coming into that district was on the increase. The merchant must remember that the competition of other local stores is not the only form of competition which he must watch. People in all districts whether rural or urban are becoming closer readers of magazines and newspapers and they keep closely in touch with styles and price tendencies. Hence if the mail order catalog caters more to their taste for style than does the local store, or if the mail order price is lower than that of the local store, there is great danger of the business going afield.

Apart from the necessity of basing prices on replacement values and passing on any price advantage to the buyer, it is shown in the article in question how certain firms combine more aggressive methods with lower prices and they are thus retaining a very fair volume of trade. An application to the retail business of the various principles outlined in this article should be helpful in guiding the merchant along the path which will prove the shortest cut to improved business conditions.

An Economic Help

AS THE conference on disarmament at Washington proceeds and it becomes increasingly evident that the tremendous annual expenditure on naval construction and maintenance is to be curtailed, many reports are in circulation concerning the probable effect on various lines of industry and much ignorance is displayed concerning the effect of this curtailment of construction upon the steel industry. Many have read the staggering figures of expenditures on war craft and they wrongly judge that much of this money is spent on steel. A battleship costing tens of millions of dollars is an extremely refined piece of mechanism comparable to a watch rather than to a steel building. It bears no comparison to a passenger liner, much less with a steel freighter. A prominent steel authority has stated that the warship is to a freighter what a light and refined limousine with a 3,000 r.p.m. motor is to a steel freight car, the limousine containing a fraction of a ton of steel with much non-ferrous metal and costing two or three times as much as the freight car containing 20 tons of steel.

It is evident from this and other facts outlined in regard to this question by Hardware and Metal that the effect upon the steel industry of the naval holiday will not be disadvantageous, and that the consequent improvement in the world's economic position due to the turning of this capital into more productive fields, will be considerable.

Much the same situation confronts the nickel industry of Canada. This metal is used considerably in the building of warships and operations at the Canadian mills are temporarily at a standstill, there being a considerable surplus on hand. This situation is not wholly the result of the disarmament plans however, and it is expected that with the contemplated development of commercial uses for nickel that gradual improvement will be noted. Here, too, improvement in general conditions as result of limitation of armament expenditures will be a direct help in subsequently broadening existing channels of usefulness and in opening up new opportunities for its employment.

The Marking of Imports

THE DATE for the enforcement of the Canadian Customs regulations governing the marking of country of origin on imports, namely January 1, 1922, is drawing near, and recent alterations indicate that the Government is taking action to render the provisions less onerous rather than to further postpone them as many business men have expected. While the marking regulations have come in for considerable abuse, this has been directed more at the severity of certain regulations rather than at the principle of having marks on all imports in order that the Canadian buyer may identify the country of origin on his purchases of imports. As a matter of fact the Canadian law is very similar to the general marking act of the United States which has been in effect for many years. Such Acts are also enforced by other countries and must be observed by Canadian exporters. In principle the legislation has some advantages but there are still many provisions which will cause hardship.

Careful note should be taken of the revised regulations as outlined in this issue. It will be noted that goods ordered prior to October 1, 1921, and imported prior to July 1, 1922, will not be penalized to the extent of the 10 per cent. ad valorem duty if not marked according to the regulations, but such goods will not be released from Customs until they have been marked as required. It is quite evident that importers would be unable to mark many of these imports in as permanent a way as would be done in process of manufacture, and it is likely that the regulations will not be severely enforced on imports until manufacturers have had an opportunity to establish the proper facilities for marking their product according to the regulations. A study of the various provisions, as specifically applied to various items of hardware, is interesting to the trade and will be helpful to manufacturers so affected. These will be found in detail elsewhere in this issue.

While it appears that the marking regulation is to be enforced on the date set, it is possible that events following the general election may be such as to make some radical changes regarding this regulation.

Christmas Window Contest

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Monday, January 2. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one

Events in the Trade

BUSINESS CHANGES

Eganville, Ont.—J. S. Campbell, hardware merchant, is retiring from business.

Grimsby, Ont.—D. L. Baldwin, hardware, has been succeeded by J. F. Richardson & Son.

OPENING NEW STORE

Toronto.—Matthewson Hardware, Ltd., will shortly open a new store at 688 Danforth Avenue.

PERSONAL

A. E. Dyment, president of the Canadian General Electric Company, has been elected president of the Marconi Wireless Telegraph Company of Canada, in succession to the late Senator Frederic Nicholls.

George Ingram of Welland, Ont., is now connected with W. Walker & Son, Co., Toronto, calling on the retail hardware trade in Ontario.

Orland Hemstreet who recently returned from the West has resumed his position in the hardware store of E. Miller, Aylmer, Ont.

W. H. Heard, president of the Spramotor Company, London, Ont., who some time ago acquired property at Port Bruce, Ont. contemplates erecting a modern three storey summer hotel there.

At the annual meeting of the Seaforth Curling Club, G. A. Sills. hardware merchant, Seaforth, Ont., was elected one of the representatives to the Ontario Curling Association.

J. C. Kayser of Simcoe, Ont was awarded second prize in the recent Canadian Edison contest.

Mahlon Ruby of New Hamburg has taken a position with J. Reid, Milverton, Ont.

J. H. Webber, the Toronto office The Steel Co., of Caanda, Ltd.. has been absent from the office for the past two or three weeks through sickness.

OBITUARY

Robert McLaughlin, founder of the McLaughlin Carriage Co., Oshawa, Ont., and known in Canada for his connection with the making of motor cars, died at his home in Oshawa, in his 86th year. His death was not unexpected, as he had been seriously ill for some days, taking sick on Armistice Day.

OBITUARY

Sympathy is extended to G. V. White, The Sumner Co., Ltd., Moncton, N. B., on the death of his mother, Mrs. Hiram B. White.

NEW B.C. REPRESENTATIVE OF BUTTERFIELD & CO.

Vancouver, B.C.—Gormans Ltd., Dominion Building has been appointed representative for British Columbia of Butterfield & Co., Rock Island, Que.

EASTERN CANADA DISTRIBUTOR OF TOOLS

Alex. Gibb, manufacturers' agent, has been appointed Eastern Canada distributor for mechanics' tools manufactured by Canadian Tools Limited, Bridgeburg, Ontario.

LOWER FREIGHT RATES TO BE CONSIDERED

Ottawa—It is probable that the question of a reduction of freight rates on Canadian railways will shortly be taken under consideration by the Dominion Board of Railway Commissioners. An immediate reduction of 10 per cent. has been ordered on United States railways by the executives of the roads. The reduction applies to car-load lots of farm produce, and is for a period of six months.

ELECTRICAL INDUSTRY FOR BROCKVILLE

KINGSTON,Ont.—The acquisition of an industry of such proportions that three years must pass before the plant is entirely equipped and removed from its present place of business to Brockville, is announced by the advisory industrial committee of the Board of Trade at Brockville.

The company is the Eugene Phillips Electrical Works, now of Montreal, manufacturers of copper electric wires and cables of all kinds. The project in a nutshell is that the plant will cost between two and a half and three million dollars, will give employment to between five and six hundred hands, with an annual pay roll between five and six hundred thousand dollars, the building to occupy fifteen acres of floor space and construction work to start within four months after the passing of the by-law.

ANOTHER BIG ORDER FOR STEEL CORPORATION

Sydney, N.S.—Additional rail orders, aggregating 21,000 tons, have been promised to the Sydney mills of the British Empire Steel Corporation by Government railway authorities, according to Mayor Fitzgerald, who has returned from Ottawa.

SAYS CANADA HAS MORE BICYCLES FOR POPULATION THAN U. S.

The eighth annual bicycle and motor cycle show and dealers' convention has just closed in Chicago, and from all indications it was the most successful convention ever held. The whole week throngs went to the Coliseum to see the wonderful display of bicycles, motor cycles and accessories. There were 275 exhibits and all the manufacturers, jobbers and dealers were most optimistic for 1922 business outlook. The exhibitors report the best business ever booked at any previous show.

Hundreds of dealers were there. A large delegation from Canada made themselves known as live dealers and taking part in all discussions and other activities.

Reports were shown that there was invested in the United States and Canada over $100,000,000 in the bicycle industry, and Canada had more bicycles than the United States in proportion to population. Over a half million dollars is to be spent in printers' ink during the coming year by the bicycle manufacturers, and all the dealers present pledged themselves to go after business on a larger scale than ever before.

Tennant Lee, of Los Angeles, Cal., was elected president of the National Cycle Dealers' Association; G. A. Wenige, of London, Ont., was elected vice-president.

MUCH HUNTING IN MARITIMES

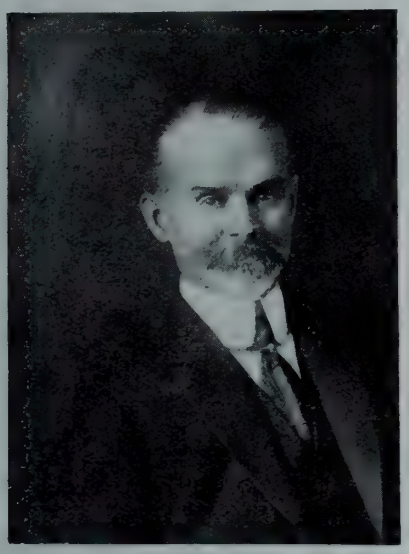
Fredericton, N.B.—The present season for big game hunting in New Brunswick is reported to be the best ever experienced judging by the receipts paid into the provincial treasury from license fees by hunters. A great influx of non-resident hunters is the cause of the record total. Col. T. G. Loggie, deputy Minister of Lands and Mines said that the receipts from the sale of game licenses had totalled $56,000. The increase was about $7,000 over the total of the preceding year.

Death Of Sir Frederick Orr-Lewis Bart.

President of Lewis Bros. Wholesale Hardware, Montreal, and Prominent Among Financial, Shipbuilding, Transportation, Industrial and Other Interests, Dies at His Winter Home in France.

THE recent death of Sir Frederick Orr-Lewis, Bart, at his winter residence in Cannes, south of France, removes one who for some years has been an outstanding figure in connection with Canadian business activity, being identified with financial, shipbuilding, transportation, hardware and other industrial interests.

Although in failing health for some months, he continued an active part in his varied business interests. He was in Montreal this summer, leaving in July to proceed to his Riviera villa, where, on arrival, his health commenced to fail.



LATE SIR FREDERICK ORR-LEWIS BART.

Sir Frederick had always been an extremely hard worker, fourteen to eighteen hours at business not being unusual in the early days when he was building his wholesale hardware business. Unfortunately he neglected, as so many successful men do, to balance the terrific strain of his office work with some physical training. Even then he was in fairly good condition until his experience on the Lusitania when she was torpedoed by the Germans. He was alone and had ample time to escape in safety himself, but he turned his attention to saving others. He did not get into a boat but as the ship was sinking he took Sir Montague Allan's two daughters, one in each hand. He was many hours in the water before being rescued and as result of the exposure he never fully recovered. In fact he is just another war victim.

Born in Hamilton, Ont., in 1861, Sir Frederick here received his early education, embarking in the hardware business with J. Mucck'eston & Co., Kingston. In 1887 he established Lewis Bros., with James Graham Lewis, at present vice-president, as partner, and Sir Frederick remained closely associated with the firm as president.

In 1907 he founded Canadian Vickers, shipbuilders, of which he was president, being also associated with the parent firm of Vickers in England. He was also a director of the Merchants Bank of Canada, Bankers' Trust Co., Montreal Cotton Co., Canada Steamship Lines and other corporations.

In January, 1920, he was honored with a baronetcy, in recognition of special war services more especially in connection with shipbuilding.

Sir Frederick Orr-Lewis was married in 1896 to Maude Helen Booth, daughter of William Booth, London, Ont., who survives him. He leaves one son, Duncan, and two daughters, Miss Helen and Miss Mary Graham. There are four surviving brothers: J. G. Lewis, T. G. Lewis, H. L. Lewis, and W. J. Lewis, also four sisters: Miss Agnes, Miss Adelaide, Miss Mabel and Mrs. J. J. Zealand.

Dominion R.M.A. Celebrates Anniversary

Toronto Retail Merchants Mark 25th Anniversary of Organization of Retail Merchants' Association of Canada With Banquet—Presentation Made to Secretary E. M. Trowern

ABOUT two hundred retail merchants of the newly organized Toronto Retail Merchants' Association, embracing all sections of the retail trade in the city, gathered in Bingham's Rainbow Room, to fittingly celebrate the twenty-fifth anniversary of the foundation of the Retail Merchants' Association in Canada, and to pay a tribute of praise and congratulation to the veteran Dominion secretary E. M. Trowern. It was emphasized by practically all the speakers on this occasion that it is largely due to Mr. Trowern's energy, enterprise and whole hearted devotion to the cause of the retailer, that the association has expanded, as it has done.

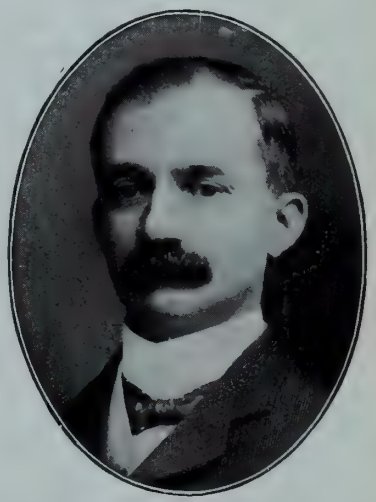
Presented With Cane

In proposing the toast to the honored guest of the evening, B. W. Zieman, president of the Ontario association, took the opportunity of presenting to Mr. Trowern a handsome gold headed cane, with a beautiful bouquet of roses for Mrs. Trowern. The presentation, Mr. Zieman hoped, would serve to remind the Dominion Secretary of the fact that there were some merchants who appreciate what he had done in their interests.

D. W. Clark Presides

D. W. Clark, prominent in the activities of the Retail Merchants' Association for many years, presided, and among the guests present, who were members of the association when it was first organized twenty-five years ago, were Edward Potts, Huntsville, Ont., F. C. Higgins, Toronto, J. E. Jupp, Toronto. Thos. Bertram, Toronto, B. W. Zieman, Carleton Place, and Donald McLean, Toronto.

In opening the proceedings, Mr. Clark referred to some of the activities of the association covering a wide period of years, and he expressed the hope that the time was not far distant when the merchants' association would be represented in the parliament of the country, just as strong as other organizations that are now seeking even greater representation. With active Provincial secretaries in every Province guarding and guiding the best interests of the retailer in every branch of trade, a work was being carried on, that could not be under estimated.



E. M. TROWERN

Dominion Secretary R.M.A. who was honored on the occasion of the 25th Anniversary of the organization.

An Absolute Necessity

At this point in the proceedings the chairman called on Henry Watters, Dominion treasurer who spoke as follows:

"We have had many difficulties and enemies all along the years, but Mr. Trowern possesses those qualities, which

(Continued on Page 60)

War Stocks Of Shovels Again Offered

Recent Reductions on Shovels, Spades and Scoops by Canadian Manufacturers Partially Attributed to Offerings of Foreign War Stocks —Applies Chiefly to Lower Grades.

AS indicated in previous reports appearing in other issues of Hardware & Metal, some shipments of goods continue to appear on Canadian markets which, it is claimed, have their origin in sales by foreign government War Stocks Disposal Boards. Products such as shovels are particularly prominent in this respect, and although some time has elapsed since the initial appearance of such war disposal stocks in Canada, yet it is reported that they are again being offered.

Recent reductions in the quotations on shovels, spades and scoops, by Canadian manufacturers, have been primarily attributed to this cause. In order to meet this class of competition, distributors of shovels were practically forced to lower prices, and guaranteed the prevailing levels against further decline until the end of May, 1922.

It is claimed that many wholesalers and retailers, especially where buyers have had knowledge of these matters, have refused to handle such goods. One wholesaler, in discussing this situation with Hardware & Metal, pointed out that for the most part this condition only applied to inferior grades of shovels, and high-class products were only affected insofar as the wide divergence in range of price was accentuated thereby.

On the other hand, the opinion was expressed that such stocks are liable to re-appear here and there, from time to time, until the surplus represented in this manner has become absorbed through the ordinary channels of consumption. How long this will take primarily depends upon the extent of the quantities available, and the manner in which they were generally received by the trade.

SALE OF AUTO TIRES

(Continued from Page 36)

present element of price. The current recession brings values so low that manufacturers claim they cannot afford to give the jobbers a discount that would provide them with a living rate of earning. The new price levels do not allow manufacturers to quote prices to jobbers, without entailing direct losses. For these reasons, it was stated, distributors had been forced to discontinue marketing through the jobbing sources, but some manufacturers may not decide to do this, and the opinion was expressed that it was purely a personal business matter with each concern. Some tire makers may decide to continue handling their products through the wholesalers' connections rather than increase their handling costs and distributing charges to the extent which individual representatives and sales agencies would entail.

Asked as to whether the rumor that tire manufacturers were seriously considering the elimination of the retail hardware merchants as a medium of selling tires, this official stated that such a course would be "foolishness." The history of the cycle industry was quoted as a paradox wherein many distributing sources were originally listed. This variety had now been reduced to specialized cycle stores, and the retail hardware merchants; which were considered as the legitimate methods now available in this trade. Future developments as regards handling auto tires are likely to follow this trend. The garages will always handle tires, to a greater or less extent--according to this authority—but it was pointed out that the chief usefulness of the hardware merchant came in where many garages were frequently closed down for various reasons. Others again, only remained open during the best season, and motorists generally could always depend upon getting service all the year round through the hardware trade. This point was considered as an important feature, and it was thought that no decision would be made without taking it into full consideration.

PRACTICAL HARDWARE GIFTS

(Continued from Page 37)

pays well to set out before shoppers, medium priced, useful articles that will make acceptable gifts. There is a greater demand than ever for really useful things. If they are attractive so much the better. People are getting away from the idea of buying what might well be termed 'junk' for Christmas. They are really interested in something that can be used, especially in their homes. We are looking forward to a splendid Christmas trade and the buying has already commenced."

In connection with the Cowan display it might be mentioned that the firm follows out its usual policy of backing its window display by a short but snappy double column advertisement, in which illustrations of many lines are shown and prices featured in large figures.

Winter Lines Shown

The window display at the J. R. Steele hardware consists of winter necessities, especially for whoever has to look after the furnace or stove. Ash sifters, coal shovels, snow shovels, oil heaters and ash pails have been placed in the window and so arranged with show cards and price cards that they carry a real interest for the householder.

"We have been doing a most satisfactory trade," said Mr. Steele. "Our turnover has been very steady and I am looking for it to continue so. We are looking for a splendid Christmas trade and early shoppers are already out making purchases. We find an especially good demand and enquiry for articles that are serviceable and can be used in the home. Take such lines for instance as trays, plated ware, cutlery and brass goods. These look well, wear well and are reasonably priced. They make satisfactory gifts in every way and by feafactory gifts in every way and by readisplays we turn over a great many."

TREMENDOUS INFLUENCE

(Continued from Page 38)

about a satisfactory readjustment of the business conditions of this country."

We publish Lieutenant-Governor Col. Hery Cockshutt's talk verbatim because it reflects what our journal stands for. We are always adding one more link to our chain of service, and the convention which has just closed was really a gathering of the force to discuss ways and means of improving and adding to our present policy, so that our readers could be offered only authentic and valuable material.

WANT RETAILERS ON RAILWAY BOARD

Ottawa.—While the Dominion Board, Retail Merchants' Association of Canada, has no personal objection to Calvin Lawrence, the newly appointed member of the Dominion Railway Board, representing labor, its members feel that the retail merchants, who pay the bulk of freight in Canada, have as much right to representation on the board as the labor unions. E. M. Trowern, Dominion secretary of the association, voiced this opinion in an interview with Hardware and Metal.

"We have no objection to the Government appointing suitable men to the Dominion Railway Board, but if it is the policy of the Government to appoint to these boards, men from different organized groups, then we want the Government to follow up this system by appointing men from all the various organized classes. Mr. Lawrence is appointed to this position as a representative of organized labor.

"Iu our opinion the Government has no more right to appoint a labor representative to these boards than it has a farmer representative, a retail merchant representative or a manufacturer representative.

"The Retail Merchants' Association is opposed to class legislation and class representation. But if the system is to be followed, then it wants a retail merchant representative also on the board."

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

DEVELOPMENTS on the current hardware markets continue to offer refreshing interest of vital importance week by week. Price reductions on automobile tires varying in extent from 10 to 20 per cent. on the different types have now materialized. This change was predicted in a recent issue of Hardware and Metal and illustrates the trend of developments in the auto tire industry.

Changes to lower price levels now appear on many lines of Disston saws, such as hand, rip, panel, butcher, compass and tenon. Reductions are also given on several makes of wrenches, including agricultural wrenches, knife-handle and double "S" makes. Through revised discounts the standard steam cocks register a decline, while the lower prices on building papers and sheathings, referred to in last week's reports, have now become general.

Soil pipe and fittings continue to attract direct interest with some lower revisions given on certain sizes of pipe in the eastern markets, while other domestic quotations remain unchanged, with conditions showing signs of unsettlement. Other price reductions cover mops and mop sticks, including self-wringing and crank styles; and additional concessions have been announced by some manufacturers on electric irons, toasters and heaters. Another new list on shoefinders' tacks gives varying reductions on brass wire rivets, heel nails, hob and Hungarian nails, channel nails and shoe tacks. Blued knob screws are now quoted at 40 cents per gross, while western markets register price declines on awning pulleys and lace leather.

Shading of nominal prices on Canada plates has appeared in some quarters. The sheet markets generally are described as lacking the "snap" which was evident during the October activity. The nominal list prices on range boilers again appear to be in danger, from anxiety to reduce stocks. Some signs of interest are seen recently in non-ferrous scrap materials, while copper and tin remain the only active metals in ingot markets. Ice skates, washing machines, flashlights and batteries, ash sifters, ammunition, electric heaters and weather strip are seasonal lines registering improved activity.

MONTREAL MARKETS

MONTREAL, November 24.—Lower prices on saws and wrenches offer an attraction in the hardware markets this week. The Disston line of saws record a varying reduction on the separate kinds. Agricultural wrenches are now quoted at less 47½ per cent., while Coe's knife handles are less 12½ per cent., W. & B. less 27½ per cent. The double head "S" wrenches also have new lower net prices. Blued knob screws are now quoted at 40 cents per gross.

In the heavier goods, soil pipe and fittings again feature, the discount on 2, 3, 5, and 6 pipe being revised from 45 to 47½ per cent. Sheets and bar iron are holding unchanged since the recent revision, with the undertone of the steel industry continuing with an easier tone, and the demand showing a seasonable dullness. Building papers and roofings are also holding in price, but a price development would not be surprising towards the beginning of next month, especially on rubber roofing.

Ingot metals are generally improved, with some of the metals recording a firmer tone accompanied by slightly increased prices. Jobbing circles report activity in holiday lines, although the heavier staple commodities are now showing the usual dullness with the approach of the close of the year.

FURTHER REVISION IN SOIL PIPE

Montreal.

Quotations on the 2, 3, 5 and 6 inch soil pipe are recorded with a further decline this week in changing the discount from 45 per cent. to 47½ per cent. off list prices. This further revision can hardly be stated as resulting from any easier tendency in the primary factors, but is given by sources who claim these sizes should be brought slightly lower in price to correspond with other sizes and fittings. The 4 inch pipe and all sized fittings remain unchanged.

As in the case of other supplies for the plumber, these commodities are rather unsettled on the local market, and some quarters are maintaining the discount quoted last week, namely 45 off. Following are discounts on both pipe and fittings;

SOIL PIPE—	
2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

DISSTON SAWS ARE REDUCED

Montreal

A general revision is announced in the Henry Disston line of saws, with a reduction in all lines, varying on the different kinds. Hand, rip and panel saws show a decline of approximately 5 per cent., tenon or back, 10 per cent., from 5 to 10 per cent. on compass saws, and 5 per cent. on the butcher saws.

AGRICULTURAL WRENCHES NOW 47½ OFF

Montreal.

New lower prices are announced on agricultural wrenches, and these are now quoted at less 47½ per cent.

ROPE NOW BEING BOOKED

Montreal.

Bookings for spring requirements of rope are now being taken, and are reported as fair in most sections, but while ahead of last year, are not as

(Continued on page 50)

If interested tear out this page and place with letters to be answered.

If interested tear out this page and place with letters to be answered.

MONTREAL MARKETS

(Continued from page 47)

heavy as seasons previous. This year has been comparatively dull all through for the rope and cordage industry, dealers delaying purchases more so perhaps than in other commodities. The trend of the market was clearly demonstrated by the appearance of reductions periodically all through the year, this no doubt offering no inducement for buyers to purchase for future.

The undertone of the different ropes and cordage is now stated to be much improved, and the absence of any change in quotations in recent months would seem to substantiate this. Manilla is on a steady to firm basis, while neither jute nor hemp show any signs of weakness. Cotton rope is held at advanced prices given some time ago, and while the strength of the cotton market prevailing at that time is not in evidence at present, there is no indication of an easier tendency. With stocks decidedly low throughout the country, manufacturers and jobbers look for an increased volume of business, with booking prices at: pure manilla 23 cents base; Beaver or New Zealand 19 cents; sisal 17 cents.

KNIFE HANDLED WRENCHES ALSO REDUCED

Montreal

A reduction is also made in the knife handled wrenches. Coe's will now sell at less 12½ per cent., W. & B. less 27½ per cent.

NEW LOWER PRICES ON DOUBLE HEAD "S" WRENCHES

Montreal

A decline in the prices of the double head "S" wrenches is given, with new quotations on the various sizes as follows;

DOUBLE HEAD "S" WRENCHES—

	Unfinished	Finished
⅜ x 7/16, per doz.	1 55	3 40
½ x 9/16, per doz.	2 80	4 40
¾ x 13/16, per doz.	4 25	8 00
⅞ x 1 ,per doz.	6 00	11 00
1 x 1⅛, per doz.	7 50	13 00
1 13/16 x 1¼, per doz.	9 40	17 20

SHEET PRICES REMAIN UNCHANGED

Montreal.

Sheet quotations are generally unchanged this week, although prices are considered more or less nominal and further price concessions are offered in some quarters for fair sized orders. These are by no means plentiful at present as the spurt in demand, noticeable last month, has now subsided to quite an extent. Distributors claim that lower prices are offered in the hope of obtaining business but little buying is being done either in large orders or small sorting demands. Little improvement is now looked for until after the close of the year, and although the tone of the market would seem to be easier, any price developments will in all probability be of a minor nature.

Mill prices are also being watched with interest, but here too reductions to any extent are not thought likely for some time, not until labor and delivery costs are adjusted to warrant such. Following are present quotations:

BLACK SHEETS

10 gauge	4 25	4 65
12 gauge	4 35	4 75
14 gauge	4 50	4 85
16 gauge	4 50	4 95
18-20 gauge	4 75	5 20
22-24 gauge	4 85	5 35
26 gauge	4 90	5 40
28 gauge	5 00	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 85	7 75
28 gauge	6 45	7 35
26 gauge	6 15	7 00
22-24 gauge	5 95	6 75
20 gauge	5 80	6 60
18 gauge	5 80	6 50
16 gauge	5 70	6 50
14 gauge	5 60	6 50
12 gauge	540	6 50
10 gauge	5 30	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
18-20 gauge	6 35	6 50
22 gauge	7 05	6 65

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s ... 17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

CORRUGATED SHEETS REMAIN AT DECLINE

Montreal.

No further change is recorded in corrugated sheets since the revision to lower levels last week. There is still the easier tone in the plain galvanized sheets, but it is probable that some time will again elapse before this will again reflect on the corrugated sheets. The buying movement is slower, with the season now advanced when weather permits little ouside building. Following are list prices and discount

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

IRON AND STEEL PRICES HOLD

Montreal.

The easier tone of the iron and steel industry, due to lack of demand, has not reflected further on the local market since the reduction of two weeks ago. Although business is seasonably dull, this fact is not expected to cause a further slump of any marked nature. It is generally recognized that price is not a factor and lower quotations now would only complicate matters when more activity is shown later on. Little improvement is looked for until the first of the year, and if productive costs are then considered, the trend should be of an upward nature with the increased buying movement. Labor and transportation costs will no doubt figure prominently at that time, but until an adjustment is made along these lines little change is looked for in prices of the many products. Present quotations are as follows:

Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Slighshoe steel	2 90
Tire steel	3 10
Toe calk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

LEAD AND ZINC PRODUCTS AGAIN FIRMER

Montreal.

Prices on lead and zinc products are being maintained at previous levels with the undertone of the market again showing improvement. Tin, and lead on the primary markets register advances this week, while spelter holds in price. The condition of these metals would tend to strengthen the tone, and there seems a possibility of increased prices in the finished products in the near future. The general opinion has been for some time, that while these products were continuing unchanged, any noticeable improvement would directly reflect on the market. However, for the present, following are existing quotations;

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11½
Do., broken lots	0 12

EASIER TONE IN ROOFING AND PAPERS

Montreal.

Prices on building papers, sheathings and felts remain at the revised quotations of last week. It was noticeable that Montreal recorded the only change at that time, and in this connection manufacturers state that a corresponding decline was not intended in other sections for the present, but owing to an unsettled feeling a general lowering was made this week. Notwithstanding the recent marked declines in the prices of these lines, the market does not yet

appear on a steady basis, and although raw materials and other productive costs hardly warrant a further decline, the feeling is still rather unsettled.

With the approach of the first of next month, when bookings for next year are taken, interest is now shown in ready roofings. Although no definite information relative to a change of prices in either direction can be obtained, it is thought by some who are well informed that a revision is altogether likely in the near future. Rags, which constitute one of the chief ingredients in the manufacture, are still at unchanged prices and are inclined to show a shortage in some quarters. This would tend to offset any chance of a revision to lower levels, but in the meantime interest is attached to the outcome that is altogether probable within the next few weeks.

KNOB SCREWS 40 CENTS GROSS

Montreal.

Blued knob screws will now sell for less, the new price being 40 cents per gross.

COPPER GOODS ARE STRONGER IN TONE

The tone of the copper market is again stronger, an advance in this metal in the primary stage being announced. Rods, sheets and tubing are held unchanged locally, although an advance of one-half cent per pound is made in mill prices. This is hardly sufficient to reflect an increase here, but with the present tone continuing, a slight revision will in all probability be made. Following are present prices;

	Base
BRASS—	
Sheets, base	0 25
Rods, ½ to 1 inch, base	0 23
Tubing, seamless	0 32
COPPER—	
Rods, ½ to 2 inch	0 30
Soft sheets, plain, 16 oz. and heavier	0 32
Plain tinned, 16 oz. and heavier	0 38
Polished and tinned, 16 oz. and hvr.	0 43
Tubing	0 34

FIRMER TONE IN INGOT METALS

Montreal

The ingot metal markets have been somewhat firmer this week, although it is doubtful if the volume of business is much larger. It is only to be expected that a quiet time would soon be in evidence as there is a natural desire to keep stocks as low as possible until after the turn of the year.

TIN—This metal is firmer in London, and while the advance is not rapid, the trend is gradually upward. While statistics would tend to keep prices at around to-day's levels, these are not always reliable in the case of tin which frequently acts in an opposite direction. Local price is firm at 36 cents.

COPPER—Copper is decidedly firm in New York but London does not respond and the situation there is more or less uncertain. If Germany is able to straighten out her finances, exports will continue and prices be maintained. Otherwise a re-action may be seen on this side. Quotations are firm at 17¾c for electro, 17½ for casting.

LEAD—London continues to advance despite more plentiful supplies, and has now reached the highest point since last spring. The American market presents no new features and there is no indication of any change there. As the local market is based on London, prices are firmer especially as the last direct boats have arrived and winter freight rates are in force. Local market is quoted at 7 cents.

SPELTER—This is slightly easier in both London and East St. Louis. The American market is influenced by the impending decline in freight rates, effective next month. Buyers are therefore deferring placing their orders for the present. Price is unchanged at 7¾ cents.

ANTIMONY—The market for antimony is dull with little demand, and no change in price. Chinese is quoted at 7 cents, high grade English 8 cents.

ALUMINUM—Aluminum is holding dull and unchanged, with quotations at 27 cents.

RANGE BOILER IMPROVEMENT PROVES GRADUAL

Montreal

The standard list prices on range boilers is apparently considered too high by some distributors, or else the anxiety to bring stocks to a minimum, regardless of prices, is foremost in their minds. Although the market was thought to have settled at standard prices, quotations considerably lower have again appeared. The 30 gallon boiler seems to have a more general price of $8.75, with even a lower quotation given in isolated cases. Whether total exhaustion of present stocks will furnish the remedy for the unsettled conditions is difficult to determine, but hardly seems likely as this condition has prevailed for some time and stocks in the meantime have been replenished.

TORONTO MARKETS

TORONTO, November 24—This week's hardware market developments show the lower prices now generally effective on building papers and sheathings; with an easier tone also noted on roofings. As outlined in a previous issue of Hardware and Metal, automobile tire manufacturers have now reduced prices, the extent of the decline being approximately 20 per cent. on cord tires and 10 per cent. on fabric makes. Numerous other changes also attract attention. Many lines of Disston saws record price concessions and other price changes to a lower level are given on standard steam cocks, mops and mop sticks, including self-wringing and crank styles, agricultural wrenches, electric irons, toasters and heaters, while another new list on shoefinders' tacks has been issued, showing varying reductions on brass wire rivets, heel or shoe nails, hob and hungarian nails, channel nails and shoe tacks.

Unsettled conditions are now evident in soil pipe and fittings, this situation having developed chiefly through the fact that discount revisions giving lower quotations have appeared on eastern markets. Local prices are at present holding unchanged, but these conditions are attracting keen attention in domestic circles generally.

The shading of nominal prices on Canada plates has been noted in some quarters. The sheet markets now lack the "snap" which was evident during the October activity. The nominal list of range boiler prices is reported to again be in danger. Some semblance of interest is now seen in non-ferrous scrap materials, while copper and tin are the only active metals in ingot markets.

ANOTHER REDUCTION ON ELECTRIC IRONS, TOASTERS, AND HEATERS

Toronto.

Additional price changes have now been announced by some manufacturers, on various electric products, such as irons, toasters, toaster stoves and some lines of heaters. The extent of the decline differs on each class of product, being around 7 or 8 per cent. on some goods, and showing a more marked revision on others. As an example, the Model B electric iron is now priced at $6.50, while the quotation on the Classic iron is now $7.00. Both these levels are subject to the minimum discount of 25 per cent., with a variation up to 33 per cent., according to quantity. The price on the Heatray heater is $12.00, while the Glower is quoted at $10.00. The range of discounts applying are unchanged, and remain similar to the electric iron figures.

EXPECT SEASONAL WINTER TRADE IN BOILER TUBES

Toronto.

The boiler tube situation has failed to take on any strong semblance of recovery, insofar as the expected seasonal proportion of demand is concerned. The current sales have not increased to any great extent, according to recent reports, and the prevailing situation is generally summed up in expectations for future improvement. The winter months contain the hopes of domestic dealers in this respect, and this condi-

tion reflects the upward trend and brisker activity in other steel products generally; a factor which may develop in the boiler tube markets if stock liquidation and replacement values contribute in this direction. The average unchanged local quotations follow:

BOILER TUBES—

	Seamless.	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	50 25

AGRICULTURAL WRENCHES HAVE FURTHER REDUCTIONS

Toronto.

A further reduction has been announced in quotations on Agricultural wrenches. The revised level shows a discount of 50 per cent.

LOWER QUOTATIONS SHOWN ON MOPS AND STICKS

Toronto.

New lower quotations are announced this week on both mops and mop sticks. These changes include the self-wringing mops and also the crank style. The revised prices are as follows:

MOPS -

Self-wringing mops, complete, per doz.	4 35
"A" crank mops, per doz.	7 35
No. 2 mop sticks, per doz.	2 25
No. 10 mop sticks, per doz.	2 60
No. 14. Janitor, mop sticks, per doz.	8 50

ANOTHER NEW LIST ON SHOEFINDER'S TACKS

Toronto.

Another new list on shoefinders' tacks has now been issued, effective November 21. This further revision gives lower quotations on various lines such as, brass wire rivets; heel or shoe nails; hob and hungarian nails; channel nails; and also shoe tacks. The recent list which was issued in October is naturally superseded, and following are the latest prices:

SHOE FINDERS' TACK LIST

SHOE RIVETS—In 1 lb. papers—

Steel Wire—16 gauge and heavier, per 100 lbs. —3/8, $25.00; 3½/8, $21.50; 4-4½/8, $18.50; 5-5½/8, $17.75; 6-6½/8, $17.25; 7-7½/8, $16.00; 8-8½/8, $15.25; 9/8-11½/8, $14.25; 12/8-17/8, $13.50. 17 gauge add $1.00; 18 gauge add $2.00.

Clinch Point—3/8, $26.25; 3½/8, $22.75; 4-4½/8, $19.75; 5-5½/8, $19.00; 6-6½/8, $18.50; $15.50; 12/8-17/8, $14.75. 17 gauge add $1.00; 18 gauge add $2.00.

Cobblers' Rivets—3/8, $28.00; 3½/8, $24.75; 4-4½/8, $21.00; 5-5½/8, $20.00; 6-6½/8, $19.50; 7-7½/8, $18.25; 8-8½/8, $17.25; 9/8-11½/8, $16.25; 12/8-17/8, $15.50. 17 gauge add $1.00; 18 gauge add $2.00.

Brass Wire—3/8, $83.60; 3½/8, $71.35; 4-4½/8, $67.35; 5-5½/8, $66.10; 6-6½/8, $65.10; 7-7½/8, $64.35; 8-8½/8, $63.85; 9/8-11½/8, $63.35; 12/8-17/8, $62.85. 17 gauge add $1.50; 18 gauge add $3.50.

7-7½/8, $17.25; 8-8½/8, $16.50; 9/8-11½/8, $64.85; 12/8-17/8, $64.35. 17 gauge add $1.50; 18 gauge add $3.50.

Cobblers' Rivets—3/8, $96.35; 3½/8, $82.35; 4-4½/8, $78.30; 5-5½/8, $76.50; 6-6½/8, $75.25; 7-7½/8, $74.40; 8-8½/8, $73.85; 9/8-11½/8, $73.20; 12/8-17/8, $72.70. 17 gauge add $1.50; 18 gauge add $3.50.

Bulk shipment—Less 25c nett for quantities of 100 lbs. One size.

HEEL OR SHOE NAILS—14 gauge and heavier 4/8 to 16½/8. In bulk, $13.00 per 100 lbs.; in 1-lb. papers, $13.75 per 100 lbs. 15 and 16 gauge, add 65c to above price. In 100-lb. quantities. One size. 17 gauge, add $1.60 to above price. In 100-lb. quantities. One size.

Swedes Iron—14 gauge and heavier, 4/8 to 16½/8. In bulk, $13.75 per 100 lbs.; in 1-lb. papers, $14.50 per 100 lbs. 15 and 16 gauge, add 65c to above price. In 100-lb. quantities. One size. 17 gauge, add $1.60 to above price. In 100-lb. quantities. One size. 17/8 and longer add 65c per 100 lbs.

Silver Point—All sizes. In bulk, $13.75 per 100 lbs.; in 1-lb. papers, $14.50 per 100 lbs.

Hard steel nails, per 100 lbs.	24 25
Wood heel nails, per 100 lbs.	22 00
Army heel plate nails, per 100 lbs.	16 00

HOB AND HUNGARIAN NAILS—In 1-lb. papers—11-12-13 gauge and heavier, 3/8 and shorter, $20.50 per 100 lbs.; 3½/8 and longer, $20.00 per 100 lbs. 14 gauge, 3/8 and shorter, $21.60 per 100 lbs.; 3½/8 and longer, $21.10 per 100 lbs. 15 gauge, 3/8 and shorter, $22.40 per 100 lbs.; 3½/8 and longer, $21.90 per 100 lbs. If in bulk deduct 75c nett.

CHANNEL NAILS—In 1-lb. papers—

3/8, per 100 lbs.	23 00
3½/8, per 100 lbs.	21 75
4/8, per 100 lbs.	20 50
4½/8, per 100 lbs.	19 75
5/8 and longer, per 100 lbs.	19 25

TACKS—In 1-lb. papers or bulk—

Per 100 lbs.

	Shoe or Hand	Pullers	Re-placing	Machine Welt	McKay
½ oz.	36 25	.....	.....	.....	37 85
¾ oz.	33 25	.....	.....	.....	35 60
1 oz.	30 00	.....	.....	.....	34 40
1¼ oz.	29 50	.....	.....	.....	33 35
1½ oz.	28 00	27 50	.....	27 00	32 65
2 oz.	26 00	24 25	28 00	26 25	31 00
2½ oz.	23 00	22 50	27 00	25 00	29 40
3 oz.	21 00	20 50	25 50	23 75	29 40
4 and larger.	20 00	18 75	23 00	22 50	.....

Insole machine tacks, charge same as machine welt.

Insole hand tacks, charge same as pullers.

Wood heel tacks, 5/8 and 6/8, $27.00 per 100 lbs.

Tacks less than a full box of 100 lbs. of a size, $1.00 per 100 lbs. additional.

SHOE TACKS—In dozens—Per 100 dozen.

1½ oz. and smaller	41 50
2 oz.	50 00
2½ oz.	54 00
3 oz.	56 50
3½ oz.	64 00
4 oz.	72 00
5 oz.	90 00
6 oz.	105 00
8 oz.	132 00
10 oz.	165 00

Packing extras (add to list)—All goods packed in ½-lb. papers, $2.00 per 100 lbs. All goods packed in less than ½-lb. papers, $4.00 per 100 lbs. All goods packed in less than ¼-lb. papers, $5.00 per 100 lbs.

MANY LINES DISSTON SAWS RECORD EASIER PRICES

Toronto.

Among the price reductions announced this week, is a decline on the Henry Disston line of saws. The reduction recorded on these products is of varying extent on the separate lines, being as high as 10 per cent on tenon saws; with a variation on other grades between 5 and 10 per cent., such as compass saws; and a change of around 5 per cent only on hand, rip, panel, and butcher saws.

Many makes are now quoted with lower prices, however, the latest revisions on the D-8, hand, panel and rip, saws, being as follows:

SAWS—

Disston, rip, hand and panel.

D-8x20 ins., per doz.	33 30
D-8x22 ins., per doz.	35 85
D-8x24 ins., per doz.	38 40
D-8x26 in., per doz.	40 35
D-8x28 ins., per doz.	46 05

LOWER PRICES NOW GIVEN ON BUILDING PAPERS

Toronto

As outlined in the Toronto market report contained in last week's issue of Hardware & Metal, some lower prices have now developed in some quarters on certain lines of building papers. Cyclone tarred has been lowered from $1.45 per roll, to $1.35, and other grades and styles of both dry and tarred papers and sheathings have recorded similar reductions in proportion. Lower quotations on tarred felt have also appeared on the local market, the extent of the decline on this product being 55 cents per 100 lbs. This change brings the current price on tarred felt to $3.45.

Although these changes failed to develop on the Toronto markets last week, in keeping with the easier levels then anounced in Montreal circles, these reductions have since been generally adopted. An easier market tone prevails on practically all papers, and sheathings, as well as roofings. The opinion has been expressed that rubber is especially due for some price development, and while it is inferred that a revision in the prices on these products is considered probable during the early part o December, no definite information was available, and other contemplated developments could not be ascertained. These latest price concessions, however, appear on the current market quotation pages.

STANDARD STEAM COCKS SHOW REVISED DISCOUNT

Toronto.

A revision in the discount on brass standard steam cocks, now shows reduced quotations applying to these products. Other lines of compression goods show no further change, the recent, discounts being generally maintained. Business in these commodities is described as gradually getting quieter, the approach of the Christmas season usually witnessing the period where both distributors and merchants desire to take records for the annual inventory period, and little new buying is anticipated until early in the new year. Prevailing quotations follow:

Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	32%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Round-way stop and waste cocks, standard	46%
Brass steam cocks, standard	40%
Globe, angle and check valves, standard	20%
J. M. T.	20%
J. M. T. C.	25%
J. M. T. Gate Valves	25%
Gate or straightway	16-10%
Jenkins Globe	10-10%
Radiator valves, standard	58%
do., removable disc	58%
Emco. Check Valves	20%
Webber gate valves	25%
Emco Globe valves, ¼" to 2",	30%
Do., Do., Do., 2½" to 3"	20%

BASIN COCKS—

No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	43%

UNSETTLED CONDITIONS IN SOIL PIPE AND FITTINGS

Toronto.

In spite of the recent reductions which have appeared on both soil pipe and fittings in the eastern markets recently, local quotations on these products continued to remain unchanged. In discussing this situation with one of the largest Toronto distributors, Hardware & Metal elicited the information that the recent market condition in Montreal was not entirely based upon healthy trade fac-

tors. In this opinion, it was due to the fact that one manufacturer in that city had a fairly large quantity of soil pipe on hand, and was in the habit of quoting direct to the trade. To meet this competition, it was suggested that other manufacturers and distributors had imported an inferior grade of soil pipe, and thus recent discounts developed.

It was further pointed out that local manufacturers could not maintain present quality on their products, and contemplate lower prices, without entailing losses. Whether this covers the entire situation, or not, it is understood that business in soil pipe and fittings throughout certain sections of Ontario has been going to the representatives of Montreal houses quoting the latest reductions. Another dealer expressed the opinion that it was hard to see how prevailing local prices could be maintained for long in the face of the present Montreal competition. Any likelihood of further change in the Toronto quotations, therefore, is primarily based upon the looked for action by local manufacturers and distributors who are expected to reach a decision in the near future. Current discounts follow:

SOIL PIPE—	
2 inch	25%
3 inch	30%
4-inch	30%
5 and 6 inch.	30%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	40-10%
8 inch fittings	net

MAINTAINING NOMINAL LIST ON RANGE BOILERS

Toronto.

Business in range boilers is now very quiet, and little signs of activity are now anticipated. The chief interest in these markets continues to revolve around the quotations on the standard 30 gallon size, there having been some reports recently circulating that shading from the nominal list level of $9.25, had been encountered. This condition, however, is generally attributed to eastern markets, where over-anxiety to reduce present stocks prior to the advent of the dull season, resulted in these rumors of easier prices being met by certain distributors. The revised list, as shown herewith, continues to represent the average local quotations on these markets.

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$ 9 25	$ 11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00
144 gallon	.....	76 00

SOME INTEREST SEEN IN NON-FERROUS SCRAP

Toronto.

The domestic scrap material markets continue in an apathetic condition as regards business activity, there being very little trade recorded. However in sympathy with the southern primary markets, non-ferrous metals have adopt a slightly firmer tone, and there is some interest being exhibited in this phase of the scrap situation. Generally, however, there remains little new to report, with the average of dealers buying prices for large quantities being as follows:

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	9 50	10 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	5 50	6 00
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 00	16 00
Stove plate	11 00	12 00
Grate bars	10 00	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	9 25	10 00
Light copper	7 50	8 00
No. 1 composition	8 00	8 50
No. 1 comp. turnings	6 00	6 50
Light brass	3 00	3 50
Heavy yellow brass	5 00	6 00
Heavy lead	3 75	4 00
Tea lead	2 00	2 50
Scrap zinc	3 50	4 00
Scrap Rubber		
Boots and shoes	2 25	2 75
Lumbermen's Rubber boots	1 25	1 75
Auto tires	0 50	1 00
Solid tires	0 75	1 25

COPPER ONLY ACTIVE METAL ON INGOT MARKETS

Toronto.

Little general change has been recorded in the ingot metal markets, copper being the only metal to register signs of activity. On the primary markets, copper quotations have slightly advanced again, but domestic prices are generally unchanged.

COPPER—The primary copper markets continue to show signs of strength, and southern producers have been quick to again advance prices. The outside markets can hardly be described as active, but anticipations evidently exist for export business. The domestic markets maintain a waiting attitude, and prices are holding steady at 17 cents.

TIN—While the undertone in the tin markets is said to be firm, there continues to develop fluctuations on primary markets. The changes in Sterling rates have been directly affecting London advices, and other centres record a sympathetic tendency. The local quotation on tin is also marking time at 35 cents.

LEAD—The lead market is slightly easier in some quarters, but domestic prices are holding unchanged. The undertone locally is said to be fairly firm, but the primary circles have failed to register any developments of note. Local prices of $6.50 still prevail.

SPELTER—Trading in this metal is not quite so active in general, as was the case earlier in the month. Large producing interests in the south, however, are maintaining an attitude of indifference and refusing to entertain any lower quotations. The easier tone in the primary markets is ascribed to a falling off in demand, but some quarters indicate that this condition may only be of a temporary nature. Local quotations remain unchanged at $7.00.

ANTIMONY—This market has developed signs of a slightly easier nature, but generally is reported dull and unchanged. Prices are remaining steady, at present, both on foreign and domestic markets. The local prices are from 8 to 10 cents, as usual.

ALUMINUM—This metal has been in little demand, and there is no evidence of any revival of activity in the market. Prices continue to remain at 28 cents.

LONDON MARKETS

LONDON, November 23—Price changes on the current hardware markets cover such lines as curry and cattle combs; building papers, both dry and tarred; and the Westcott make of nut wrenches. Other primary markets are remaining with unchanged quotations.

Business continues good, and merchants report a very satisfactory volume of sales, at present. There is a very fair movement of fall and winter lines, and Christmas goods are now receiving marked attention. Ice skates; washing machines; flashlights, and batteries; ash sifters; ammunition; electric heaters; and weather strip, are among the seasonable lines registering improved activity. Collections continue in good shape.

CUTLERY LINES REGISTER SEASONABLE ACTIVITY

London, Ont.

The sale of silverware; cutlery; carvers; and other Christmas lines, continues to improve and is good at present Prices on these lines hold firm.

WINDOW GLASS MOVEMENT IN SEASONAL VOLUME

London, Ont.

Dealers report that a good sale now continues for window glass, with the season now being at its height. Stocks of these products are reported to be light and prices remain unchanged with a firm undertone. Both single and double diamond are quoted net list; with cut lights priced at 75 per cent off light list.

LOWER QUOTATIONS APPEAR ON BUILDING PAPERS

London, Ont.

Some lines of building papers have again been lowered in price during the past week. These products have enjoyed a good sale during the current fall season, and the new prices are as follows:—

Plain fibre, No. 2, $0.60 per roll.

Tarred fibre, No. 2, $0.85 per roll.

REVISED QUOTATIONS ON WESTCOTT WRENCHES

London, Ont.

The Westcott line of nut wrenches have been reduced in price, the extent of the decline being approximately 10 per cent. The revised quotations follow:

WESTCOTT WRENCHES—	
6-in., doz.	10 50
8-in., doz.	13 00
10-in., doz.	15 75
12-in., doz.	23 50

GOOD SALES CONTINUE FOR CROSS-CUT SAWS

London, Ont.

Cross-cut saws are now selling well. Prices remain unchanged at the following levels:

CROSS-CUT SAWS—	
Maple Leaf Line—Premier, Lance, Racer, Pangburn—	
5 ft., each	5 50
5½ ft., each	6 25
6 ft., each	7 25
Philadelphia Lance, Champion, ft.	75

BRISK SALES FOR LANTERNS AND LAMP CHIMNEYS

London, Ont.

Lanterns, lantern globes, and lamp chimneys, are included among those products enjoying a brisk sale. There have been no further price changes since the recent revisions. Current quotations follow:

LANTERNS AND GLOBES—	
Tin lanterns, short or long pattern, doz.	12 00
Lantern globes—	
1 doz. to case, per doz.	1 35
3 doz. to case, per doz.	1 25
6 doz. to case, per doz.	1 20
Lamp chimneys—	
A—8 doz. to case, per case	10 75
B—6 doz. to case, per case	9 15

LOWER PRICES IN EFFECT ON CURRY COMBS

London, Ont.

A reduction of approximately 10 per cent is shown to curry combs, and following are net prices on some of the well known lines;

Curry combs, No. 111, per doz.	1 60
Do., No. 121, per doz.	1 70
Do., No. 127, per doz.	2 25
Do., No. 147, per doz.	2 40
Do., No. 270, per doz.	2 50
Cattle comb No. 98, per doz.	2 05
Do., No. 100, per doz.	2 85

RECORD LIGHT DEMAND FOR WHITE LEAD IN OIL

London, Ont.

Prices on white lead in oil are holding unchanged, with the movement generally being seasonably light at present. Current prices follow:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

CURRENT PUTTY SALES DESCRIBED AS GOOD

London, Ont.

Current putty sales are described as good by many dealers, with present prices holding firm. Orders are small as regards quantity, but heavier in number. Following are prevailing quotations:

PUTTY—	
Standards, 100-lb. drums, per 100 lbs.	6 30
Standard, 25 lbs., per 100 lbs.	6 55
Pure, 100 lb. drums, per 100 lbs.	7 80
Do., 25 lb drums, per 100 lbs.	8 05

TURPENTINE PRICES HOLD AT HIGH LEVELS

London, Ont.

For the initial time in many weeks, turpentine quotations remain unchanged, with the recent high levels being maintained. The demand in these markets is also light, at present, but this is a condition prevalent at this season of the year. The quiet period in local circles is generally looked for, with no marked activity until the early spring. Unchanged prices follow:—

TURPENTINE—	Imp. Gal.
1 barrel lots	1 25
2 and 4 barrel lots	1 24
5 gallon lots	1 40

SEASONAL MARKET FOR ROPE AND TWINES

London, Ont.

There is a fair seasonable sale at present for rope and twines. There has been no further revision in prices, and quotations remain at the following levels:

ROPE—	
ROPE—	
Pure Manila, per lb.	0 23
Beaver Manila, per lb.	0 19
New Zealand hemp	0 19
Sisal	0 17

NAIL DEMAND NOW EASIER

London, Ont.

The demand for nails, both wire and cut, has been very good during the present Fall period. The proportion of sales are however, now registering a decline with the coming of winter weather; thus mitigating opportunities for outdoor building activities. Wire nails are quoted at $4.25 base; and cut nails remain unchanged at $4.95 base.

QUIET DEMAND RECORDED FOR LINSEED OIL

London, Ont.

The local quotations on linseed oil again remain unchanged this week, with little variation in the primary markets. Demand for oil at this season of the year continues to be of a light nature, and with flax seed prices holding about even, the current situation has not altered materially. Following are present price levels.

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per Imp. gal.	0 87	0 90
3 to 5 bbls., per Imp. gal.	0 86	0 89
6 to 9 barrels., per Imp. gal.	0 84	0 87
Less barrels add 15 cents gallon.		

REPORT INCREASED SALES FOR ICE SKATES

London, Ont.

The current sale of ice skates continues to register improved activity, and merchants report a seasonal increase in the demand for these products. Prices remain unchanged, the Starr line being quoted at list, less 30 per cent

SEASONABLE SALE FOR ASH SIFTERS

London, Ont.

The approach of the cold weather and the commencement of the furnace season, has been reflected in current demands for ash sifters. Many dealers report sales of these products being good at present. Following are unchanged quotations on popular lines:

ASH SIFTERS—	
Banner, No. 2, each	3 00
Banner, No. 3, each	2 00
Common Wood Sides, dozen	3 00

WINNIPEG MARKETS

WINNIPEG, November 23.—Lower quotations on bar iron and steel comprise the feature price change on the current hardware markets. Other revisions to a lower level appear in quotations on lace leathers; awning pulleys; and several lines of shelf and builders' hardware. While increased prices are given on turpentine; fuel oil; certain grades of motor lubricants; kerosene oil; pure white lead; and candle wick packing.

The approach of the Christmas trade season is acting as a direct stimulent to current business, and is contributing in large measure to the steady gain recorded in the proportion of recent activity in the hardware trade generally.

REDUCED PRICES ANNOUNCED ON AWNING PULLEYS

Winnipeg.

Lower prices are quoted for awning pulleys. Following are some of the latest quotations;

AWNING PULLEYS—
No. 174—¾, 95c per doz.; 1, $1.15; 1¼, $1.50; 1½, $2.15; 1¾, $3.00; 2, $4.75.
No. 74—¾, 70c; 1, 80c; 1¼, 95c; 1½, $1.15; 1¾, $1.65; 2, $2.30.
No. 173—1, $1.65; 1¼, $2.15; 1½, $3.00; 2, $6.00.
No.176—¾, $1.50; 1, 1.80; 1¼, $2.10; 1½, $3.45; 1¾, $5.70; 2, $6.90.
No. 76—¾, $1.00; 1, $1.15; 1¼, $1.40; 1½, $2.00; 1¾, $2.80.

LUBRICATING MOTOR OIL ADVANCES IN PRICE

Winnipeg.

Polarine lubricating oils in the three grades show an advance of ten cents per gallon. Other lubricating oils are remaining unchanged, but it is noticeable that crude oil continues to advance, and if this continues, it is felt other lines will be advanced accordingly. Following are the latest quotations:

OILS—	
Polarine oil, per gal.	1 25
Polarine A, per gal.	1 25
Polarine heavy, per gal.	1 25
Fuel oil, per gal.	0 14

INCREASE RECORDED ON PURE WHITE LEAD

Winnipeg.

Higher prices are quoted this week on decorators pure white lead.

The present price on 25 lb. drums is $14.35 per 100 lbs.

KEROSENE OIL QUOTATION REGISTERS INCREASE

Winnipeg.

The price of kerosene oil advanced 1½ cents per gallon this week and is now quoted at 23½ cents per gallon.

CANDLE WICK PACKING AGAIN QUOTED HIGHER

Winnipeg.

The price on candle wick packing has advanced 3 cents per pound this week and is now quoted at 55 cents per pound.

SHEET MARKETS EASE; QUOTATIONS UNCHANGED

Winnipeg.

Quotations on all kinds of sheets show no change this week, notwithstanding other markets are reported as recording a decline in some prices. Local quotations are as follows:

SHEETS—
Price per 100 lbs.

	Black	Galv.
No. 10 Gauge	5 70	....
No. 12 Gauge	5 70	....
No. 14 Gauge	5 80	....
No. 16 Gauge	5 90	6 75
No. 18 Gauge	6 30	6 90
No. 20 Gauge	6 30	6 90
No. 22 Gauge	6 35	7 05
No. 24 Gauge	6 35	7 05
No. 26 Gauge	6 40	7 20
No. 28 Gauge	6 65	7 80
10¾ oz.	....	8 20

REDUCTIONS ALSO GIVEN ON LACE LEATHER PRICES

Winnipeg.

Prices on lace leather have been reduced this week. Following are the revised quotations:—

Rawhide $1.35 per lb.
Tanned $1.35 per lb.
Cut laces, Tanned $1.70 per lb.

ADVANCED LEVEL NOW QUOTED ON TURPENTINE

Winnipeg.

Slight advances have been recorded in turpentine quotations, this change being due to the fact that stocks are comparatively low, and fresh supplies ae not easy to obtain on account of the stronger demand experienced from foreign markets. It is also pointed out that the non-productive period is now at hand, and as a consequence, the usual scarcity of fresh turpentine is likely to develop. Under these circumstances the market is expected to maintain its present firmness, and price recessions are not looked for until buying conditions improve. The prevailing quotation is $1.35 per gallon in barrel lots.

LOWER PRICES APPEAR ON BAR IRON AND STEEL

Winnipeg

Prices on bar iron and steel have been reduced this week. The trend of steel products, insofar as bar iron and steel is concerned, assumed an easier attitude this week, and quotations were made lower on nearly all grades.

Following are local current prices.

BAR IRON—	
3-16, 1-4 and 5-16, base	4 90
Rounds and Squares, 3-8 to 2 and flats up to and including 1 x 4, base	4 90
Rounds and Squares over 2, up to and including 2¾ and Flats over 1 x 4 up to 6 wide, base	5 65
Rounds over 2¾ to 6, base	6 15
BAND STEEL—	
Base	5 20
STEEL—(Soft or mild)	
Rounds and Squares, 3-16, 1-4 and 5-16, base	5 20
Rounds and Squares, 3-8 to 2 and Flats up to and including 1 x 4, base	5 20
Rounds and Squares over 2 and up to and including 3 and Flats over 1 x 4 up to 6 wide, base	5 65
Rounds over 3 up to 6, base	6 15

PITTSBURGH MARKETS

PITTSBURGH, Nov. 24th. — The increasing dullness of the steel market is relieved to an extent by resumption in a limited way of railroad buying, orders for more than 5,000 freight cars being reported in the last week, as well as inquiries for more than 10,000 cars in addition.

The gradually improving financial condition of the railroads is no doubt responsible in part for the appearance of this business, but this is not the whole story, for liquidation in prices asked for rolling stock is a necessary and important factor. In the fore part of 1920, prices of $3,000 to $3,500 were being asked for ordinary steel freight cars, and such prices were altogether prohibitive. Railroads were neither able nor willing to pay any such prices, for even if the funds could be found there were no conceivable rates of freight keep at such cost. The first steel cars cost a trifle over $1,000, and gradually the price went down until in 1914 cars were bought for less than $800. The ineradicable increases in costs would prevent such a price from being duplicated now, but to pay four prices was another matter altogether. The largest factor in making the high quotations last year was the fancy prices quoted on appurtenances of various sorts, bought by the car shops, though labor costs at the shops were very high also, on account of high rates and inefficiency. High cost of steel was also a factor, though that influence was frequently exaggerated. It is not known precisely what prices are being quoted now, but the probability is that the price for a standard car is less than double the price late in 1914, when $800 was shaded.

The Santa Fe has contracted for 2,500 refrigerator cars and the Illinois Central 1,000 of the same type. The Chicago & Illinois Midland has ordered 725 gondolas, while the Rio Grande has taken 700 cars and the Tennessee & Northern 300 cars, making a total of 5225 cars. Inquiry now out includes 3,000 cars additional for the Illinois Central and 7,300 freight cars, 127 passenger cars, and 55 locomotives for the Burlington.

Mill Operations

Production of steel appears to have tapered off a trifle from the 44 per cent. rate shown for October, and this would be a natural sequence to the quieter steel market that has been observed since the middle of that month. However, there is no great decrease, for in two respects, apart from the influence that may be exerted by the car buying reported above, operations have been increasing, the increases being in tubular goods and in tin plate. In tubular goods there has been a slight continuous increase, in both standard pipe and oil country goods. A week ago the National Tube Company (Steel Corporation) blew in a third blast furnace at the Lorain plant and the company is now putting in a third at the McKeesport works.

In tin plate the development is that the leading independents are securing specifications from large customers against their first quarter requirements, the intention being to make the tin plate at mill convenience in the next few weeks, shipments not being started until after January 1 so that the tin plate will not appear on the buyer's inventory. With this business added to current business the tin plate mills are likely to average an operation above 75 per cent. in December.

Steel prices naturally exhibit a sagging tendency when producers are anxious for orders to maintain operations and there is not enough tonnage to go around, but now and then a halt is called at one point or another. Thus a few weeks ago a leading wire interest intimated it might advance prices in the near future, and this seems to have arrested the declining tendency that was beginning to be manifested. In sheets there is a stiffening at the present moment. At the beginning of last week shading of 3.00c for black and 4.00c for galvanized, the prices resulting from the $5 a ton advance in September, had gone so far that now and then a mill was quoting the old prices of 2.75c and 3.75c, but beginning last Saturday mills have been calling in all quotations under 3.00c and 4.00c and it looks as if the market is stabilized for the time being at those figures, which are the prices the leading interest has maintained right along since September 22nd.

In bars, shapes and plates 1.50c has been done more frequently in the past week than formerly, but this is not yet a regular quotation applicable to medium or small size lots, unless perhaps in the case of plates. It may be merely a coincidence, but the fact is that steel prices have shown more sagging tendency since the Steel Corporation's earnings report for the third quarter came out late in October. It had been believed in many circles that steel prices were in general below cost, but the corporation was found to have had profits of about $15 a ton, even with its limited rate of operating while in 1912 and 1913, when the independents made money as wel as the corporation, the latter's ran at about $10 a ton. The natural assumption was that after the mills had liquidated inventories and made other adjustments it would be possible to have profits at existing prices, and rather large profits if operations should increase.

Disarmament

At last Friday's meeting of the American Iron and Steel Institute the steel industry through Judge Gary and C. M. Schwab as spokesmen, went on record as strongly favoring discontinuance of the manufacture of armament, predicting that success in the conference at Washington would greatly improve the economic situation.

The Economy of Surface Protection

Increasing Tendency Among Paint Buyers to Respond to Surface Protection Appeal—Importance of Adequate Stocks of Paint and Specialties — Some Original Ideas in Window Display and Advertising of Paints.

ENQUIRIES which have been made among hardware merchants reveal the fact that as a result of the educational effort being put forth by the trade surface protection is being sold as an economic measure, in greater quantity to-day than has ever before been done. Some merchants report that their customers have responded to the educational effort put forth by themselves and by the publicity done in connection with "Save the Surface," and that these customers have an entirely new understanding regarding surface protection. It has been noticed for example that they are beginning to think of paints and varnishes not only as colors but as products which protect their possessions from deterioration.

In connection with the "Save the Surface" campaign the message of the surface saving value of paint is going into over 1,000,000 homes. But this educational force alone is not enough. Important as it is it will not yield the maximum results measured in terms of paint and varnish sales until every merchant looks upon himself as a part of the movement and follow up the campaign with aggressive selling effort on his own part. In order to link up with this campaign to best advantage the merchant might see that every opportunity is taken of associating his paint department with the "Save the Surface" idea so that when the property owner begins to think in terms of "Save the Surface" he thinks of the local merchant's paint department.

Demonstrations

Effort along this line on the merchant's part should go hand in hand with effort to actually demonstrate to customers the real meaning of the surface saving value of paint. Illustrations showing this have appeared in past issues of Hardware and Metal, but it would be even more impressive for the merchant to get some actual evidence himself showing surfaces which have been protected for years with paint and which now reveal a better state of preservation than those surfaces which have been neglected. A piece of woodwork taken from some old home will serve to illustrate this effectively, the old paint being scraped in certain parts to reveal the preservation of the wood surface. A part of the woodwork might be thoroughly scraped and refinished in some good varnish stain, paint or enamel as an indication of the improved appearance secured with a few paint materials. Thus the sample will serve double purpose.

Discussing the importance of retaining adequate stocks of paint, with a merchant recently, some interesting views were expressed to Hardware and Metal. It was stated that adequate stocks convey a psychological effect upon customers. The appearance of full, clean, well arranged shelves properly laid out impress the customer with the fact that the merchant has enough confidence in the paint business to lay in a complete stock. Another point is that if the paint stock is complete the merchant will pay more attention to means of keeping trade active in this department. This will result in increasing the total volume of paint sales and bring more satisfaction to customers and merchants alike.

Importance of Adequate Stocks

Adequate stocks are important as an aid in retaining customers. Many hardware merchants lose regular customers through inability to supply some shade of paint in the right quantity. Customers who cannot get adequate service drift to other stores. If the other merchant in your town carries an adequate paint stock you have a good opportunity to secure some business from his customers by putting in a complete stock and giving it wide publicity. Another phase of this question is that sometimes a person will start painting a few trimmings on the house exterior and later decide to go ahead and paint the whole house. For this or other reasons he may find it necessary to replenish his supply before the job is completed. He will want more paint of the same make and shade and he will want it in a hurry. Much of this class of trade should be anticipated as far as possible and adequate stocks kept on hand for replenishment. This means wide assortments, plenty of each color and size and a study of the best sellers, next best sellers, etc., taken from the sale records. With this information the merchant should have little difficulty retaining the stock which will bring in the maximum amount of business.

Sell Quantity Lots

Keeping well assorted and adequate stocks on hand will encourage the sale of quantity lots of paint where formerly only small job lots were sold. It will make the merchant think of paint in bigger quantities and this impression will be conveyed to customers. It will soon be found that house jobs can be secured where formerly porch jobs were forthcoming because the stock is on hand and good service can be given to back up the sales effort put forth.

Adequate stocks bring all the profit that is coming to the merchant for paint trade and it is only a shortsighted policy that guides some merchants in thinking that they are saving money by carrying inadequate stocks at the expense of losing sales and profits. Get the sales and profits and you can afford to carry good stocks.

Some rather original stunts in advertising have been adopted by some hardware merchants in connection with paint. One of these was the illustration of three typical highway robbers with the underline "Three Tough Guys." The ad. stated that the names of the three toughest guys in town would be printed in the ad. the following week. Some

(Continued on page 58)

SERVICE

CONFIDENCE

FAIR DEALING

Friend or Foe?

He made an enemy; and so
He wrought to this fell end:
Not only did he gain a foe—
He thereby lost a friend.

TRUEST thing you know! If the man whose confidence you have the privilege to enjoy; whose good will is pleasant as well as profitable; who spends his money in your establishment thereby contributing to your success; who will inconvenience himself in many ways to patronize you—If that man is not your friend, who is?

Seen in this light, we discover the motive which prompts us to be fair and just with our fellow men. We know what it is that will prompt them to be fair and just with us, and we uncover the fundamental basis of real success in business.

Ideals, principles and morals are the materials with which a sound policy is built, and any Business man worthy the name, will use no other with which to secure a permanent, prosperous and pleasurable business.

A matter of opinion, surely! The only excuse we have for offering it is that our experience, based on such a policy, has proven the soundness of its application.

Fifty years in business and *never* have we lost an Agent because the quality of our products was not right, or because our business methods were not honorable, considerate and progressive.

We exist to serve! Paint and Advertising are but the visible means of expressing this service.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

The Brush Department

Care of Brush Stock in Slack Seasons

Damage from Dust and Moths Where Brushes Are Kept in Drawers from One Season to Another—Many Customers Wash New Brushes to Eliminate Dust, thus Reducing Their Value

THOUGH the application of the many effective selling suggestions tends to develop an all year trade in household, paint and other types of brushes, nevertheless it is a fact that there is a temporary slackening of trade after the ending of the Fall painting and housecleaning rush. In this season it is very necessary that every care be given the brush stock so that it will be ready for the next active spell of trade, such for instance, as Christmas business. This care is essential in order that the brush stock may keep its best appearance and not become shopworn. Particularly brushes shown as Christmas gift suggestions must have the best possible appearance in order to appeal to the Christmas gift shopper. Some few pointers on this subject will therefore be timely.

Some merchants, as soon as a shipment of brushes arrives, unwrap the whole consignment and dump the brushes into the drawers or bins where they will stay until sold. In many cases the drawers have not been cleaned for a long time, they are dark and they are warm, making an ideal breeding place for moths. These insects cause great loss in value to brushes when they attack, and the damage done by neglect of this kind runs into many dollars. The larvae of the moths eat the bristles and while they will not eat them all, they seriously impair the usefulness of the brush.

Another danger of handling the brush stock in this way is that the brushes become filled with dust. Some brushes are so dusty that when people take them home they think they had better wash them and into a pail of water they go. No new brush should be put into water as the cells of the bristles absorb the water and then when the brush is dipped into paint for work trouble starts as the paint is not absorbed and streaky work results.

These dangers of neglecting the care of the brush stock are increased by the scratching of the stock when dumped indiscriminately into drawers. The merchant who can hand out a nice looking, spotless brush to the customer will make sales a lot easier than if he shows one from which the dust comes in a cloud and which bears evidence of hard usage.

ECONOMY OF SURFACE PROTECTION

(Continued from page 56)

excitement was aroused and the next week in the ad, appeared the names of three specialty lines for the refinishing of floors, woodwork and out-door varnishing.

Another merchant finished the floor of his display window with the floor varnish which he had on sale. On this he assembled dancing shoes, baby shoes, rubbers, roller skates, etc., and put a reading notice in the window "In all walks of life you will find—floor varnish best."

Color Chips Under Counter Glass

Another merchant suggests the use of an assortment of color chips under a panel of plate glass resting on the counter. It is found that when clerks are engaged the people do not wander aimlessly about but go right up to the counter and elect their colors. This saves sample cards and it gives the store's paint department a distinctive atmosphere which is conducive to good business.

A plan followed by this merchant which may convey some suggestion to others is to turn the paint cans upside down on the shelves during the winter months so that the pigment will not settle and become hardened. This particularly applies to flat wall paints and varnishes.

Taking opportunity of hints dropped by customers when shopping as to future activities is a good way this merchant has of keeping a list of interested prospects at all times. He keeps a paper handy and when a customer says he is going to paint something or if he drops a hint that he will be undertaking some household work, a note is made of the approximate time and the goods in which he will be interested.

Would Restrict Use of White Lead

The International Labor Conference in session in Geneva, has been considering the question of the reported danger to painters from the use of white lead in paints. Much argument was heard on both sides of the question as a result of which a compromise was reached providing that white lead be limited to 2 per cent. of the ingredients of paint to be used for exteriors; that white lead be prohibited entirely in all paints for interiors; that women and children under 16 years of age be not employed where white lead is used in the manufacture of paint and the countries now using white lead be given six years to comply with these regulations.

Philip Roy, Commissioner-General for Canada in Paris, did not share the opinion of the Canadian Government delegates on the question. He thought it was a question of conflict of interests and he favored prohibition of white lead.

In the September 24 issue of Hardware and Metal appeared an article on this subject pointing out that the agitation for the elimination of white lead in paint was not so much an altruistic movement on the part of European interests as much as a contemplated attempt on the part of France to have zinc oxide replace white lead in paint because of the fact that France has practically no lead industries but has an extensive zinc industry. It is significant that the amendment which formed the basis of the compromise at Geneva was put forward by France.

IMPERIAL VARNISH AND COLOR CO. TO HOLD SALES CONVENTION

Commencing Tuesday, November 29, the Imperial Varnish and Color Co., are planning to hold their annual sales convention at the head offices in Toronto. According to H. E. Mihell, plans for the coming year will be outlined, and preparations launched to make 1922, the greatest year in the history of the paint industry.

THE BOECKH COMPANY PRESENTS EMPLOYEES WITH LIFE INSURANCE

The employees of the Boeckh Company, Toronto, recently received a very pleasant surprise when announcement was made by the management that arrangements had been completed whereby they had been provided with One Thousand Dollars of Life Insurance as an evidence of the Company's appreciation of the value of loyalty, co-operation and continued service.

Boeckh's Brush News

Real Economy Lies in Quality

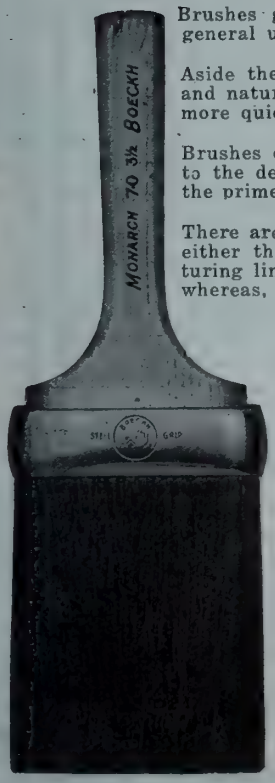
The old proverb "Penny wise and pound foolish" is, perhaps, best exemplified in the purchase of goods of inferior quality which are sold at apparently low prices.

There is little or no satisfaction in the buying, handling or selling of cheap merchandise and the storekeeper who trades in cheap lines at small profits does not benefit himself to any great extent and will not beget the goodwill of his customers.

A good article made and sold by a manufacturer, at a fair profit, will in turn prove profitable to the ultimate purchaser, for the reason that it will give good service for the money expended.

While the above is generally applicable to all lines of goods, it is perhaps of particular interest to consumers of brushes of all kinds.

Of nearly every brush, the principal requisite is good service, not only to be equal to the purpose for which the brush is purchased but to give good service over a certain period of time. In most kinds of brushes, the cost is not a principal consideration, nor is it in any case, one of great moment, therefore, it will prove wise for the purchaser to consider quality first and last, as the difference in price between brushes of poor and good quality is not at most, a matter of any great concern.



Brushes give more service for the money expended than, perhaps, any other article of general use.

Aside then from question of service, there is secondly the fulfilment of a person's desire and naturally a brush of attractive appearance, properly made and put together will appeal more quickly than a brush of inferior workmanship and unattractively or cheaply finished.

Brushes of quality or, in fact, good articles of any kind, will always show a better profit to the dealer and be more readily saleable and will insure future sale, which after all, is the prime factor in any business.

There are two facts closely linked together, which are: that quality goods are well known, either through advertising or general use; and that national advertisers in the manufacturing line are makers of quality goods only. Well advertised lines are usually guaranteed, whereas, buyers of cheap goods are not protected in this way.

In the handling of quality lines a dealer is insured of:

(1) An unqualified pride in the stock he carries.
(2) A ready sale.
(3) A reasonable profit.
(4) A guarantee against loss.
(5) Many repeat orders and satisfied customers.
(6) An established demand through high class advertising.
(7) A sound and well established supplier.
(8) Prompt fulfilment of orders.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

If interested tear out this page and place with letters to be answered.

Benjamin Moore & Co. Annual Banquet

Enjoyable Gathering of Paint Company's Employees for Dinner and Entertainment — Officials Speak of Splendid Co-operation Among Staff—W.A.A. Chown Elected Director

WITH BANQUET hall and tables tastefully decorated and a feeling of good fellowship prevailing, the annual dinner and entertainment provided for employees by the Benjamin Moore & Co., was held this week at the company's plant in West Toronto. With business cares forgotten and business distinctions eliminated, it was a jolly crowd which sat down to dinner. A tasty meal was provided and much mirth was aroused over the wording and arrangement of the items on the menu card, a number of current events and popular personages being worked into the names of the various edibles. The menu card was a work of art, bearing on its pages the Benjamin Moore trade marks and other identifications in addition to which names of the guests of the evening were noted.

Frederick Moore, Vice-President and General Manager acted as chairman and in addressing the gathering he dwelt at considerable length upon the necessity of service on the part of every member of the organization. Co-operation and good-will toward each other were also cited as desirable attitudes among the members of the staff, in order to attain the ideals which the company had set up. The importance of giving the utmost service on the part of every member of ed. "It is only by each one doing their part faithfully that these results can be achieved," said Mr. Moore in conclusion.

Excels in Service

L. P. Moore, President of the Benjamin Moore & Co., in both United States and Canada also dwelt upon the importance of service, stating that among all the branches of the Benjamin Moore organization it had always seemed to him that the Canadian plant excelled in its endeavor to give service of the highest type to its customers. He also referred to the splendid spirit of good fellowship which seemed to prevail throughout the Canadian organization.

W. C. Belcher, Vice-President of the U. S. companies, spoke of the important part which the employees play in building up and developing an organization.

Among the other speakers were W. P. Talbot, J. H. Shaffer, G. H. Parkes, Directors of the Canadian company, Rev. T. C. Scott, D. D., A. S. Boulton and G. D. Davis, Hardware and Metal.

During the evening Mr. Frederick Moore announced that W. A. A. Chown, who has been associated with the company for the past two years had been that day elected as a director and appointed assistant general manager of the company. In acknowledging the honor which had been conferred upon him Mr. Chown referred to the pleasure it had given him to be associated with the company. He referred to the harmonious feeling which he had noticed throughout the organization which he felt sure was a tangible asset in the upbuilding of the company and its future development.

The evening's entertainment was enlivened with stories and songs by J. S. Dyer in which those present participated with enthusiasm.

Among the special popular music provided for the occasion were the following songs;—

"MOORE BLUES CHASER"

(Tune—"John Brown's Body")

It isn't any trouble just to smile like Frederick Moore;
It isn't any trouble just to smile like Frederick Moore;
If ever you're in trouble
It will vanish like a bubble
If you only take the trouble
Just to smile like Frederick Moore.

G-R-I-N—Grin,
G-I-Giggle-e-
Laugh like Allan Chown.
Ha—Ha—Ha—Ha!

"THE LADIES"

(Tune—"I Love a Lassie")

We love the ladies—the fair "MURESCOED" ladies;
They're the finest ladies in the land.
Their complexions they from birth got
And not from a Moore paint pot—
Say, boys, aren't they grand?

J. H. BLUE APPOINTED TORONTO REPRESENTATIVE CANADA PAINT CO.

James H. Blue has resigned his position with the Vokes Hardware Co., Toronto, to look after the interests of the Canada Paint Company's dealers and agents in Toronto, especially in connection with the Hardware trade where he has a connection.

JAMES H. BLUE
Formerly with the Vokes Hardware Company, Toronto, who has been appointed Toronto representative of The Canada Paint Co.

TORONTO CLUB PLANS 1922 CLEAN UP AND PAINT UP WORK

At the regular monthly meeting of the Paint, Oil & Varnish Club of Toronto, the executives were instructed to act as a committee to organize the retail paint and varnish distributors of Toronto for a Clean Up and Paint Up campaign in the spring of 1922. A subsequent meeting of the executives commenced the initial plans for this organization. Co-operation will be sought from all engaged in both paint and allied trades.

R. M. A. CELEBRATES

(Continued from Page 45)

make him the best fitted to meet these difficulties. I want to say here that the presence of the Dominion Board in Ottawa is absolutely necessary. We are not opposed to governments, but we are opposed to legislation that is a detriment to the successful carrying on of our particular trade."

Telegrams of congratulation and good wishes were read from the secretaries in the various provinces of the Dominion, from Prince Edward Island in the east to British Columbia in the west.

In proposing the toast to the Dominion secretary, E. M. Trowern, B. W. Zieman remarked that the Retail Merchants' Association has been subjected to all sorts of abuse, and had passed through, in its twenty-five years of history, some wonderful struggles. "But we were ever determined to carry on," he added.

The Dominion secretary on rising to speak was greeted with prolonged applause. After acknowledging in much appreciative tones, the gift of his associates, he proceeded as he termed it, to give an account of his stewardship. Mr. Trowern, at the outset, was in a reminiscent mood, and reviewed in an interesting way, some of the early history of the Retail Merchants' Association. The first organization was formed on November 7th, 1896. "We have prospered," he remarked, "but not yet as far as we would like."

"Do you believe in the business you are in?" asked the speaker. "You must believe in it if you are to succeed. If you are ashamed of it, get out. We have had to fight hard to retain the word retailer. They wanted to call the association 'A Business Men's Association,' but I stuck out for the word retailer and it has remained. We are to-day the largest commercial institution in the Dominion. We employ more help, possess greater assets, pay more in stamps to the government, pay more in donations to Sunday School picnics and such like, and take more abuse than any other organization. But we are here to stay. I don't believe in class government, but I do know that the only one who understands the problems of the retailer is a retailer. The theorist is the fellow that we have to watch. The Board of Commerce was a Board of theorists."

"It is only through the united efforts of the retailers all over the country," he concluded, "that we can accomplish anything."

HOW MUCH WILL IT COST?

THERE are many people in your community who long to give to their homes the charm of individuality which only beautifully tinted walls and ceilings can give, and are deterred solely by the idea that such a finish involves a serious monetary outlay.

It doesn't—the Decotint way. Decotint is a beautiful, durable and permanent wall paint that is remarkably inexpensive and is so easy to apply that any amateur can secure excellent results in any one of twenty-two delicate tints or in any color combination desired.

You can recommend Decotint, not only for the beautifying of the home, but also as the most inexpensive and sanitary medium for the interior walls and ceilings of halls, club rooms, schools and public buildings.

Order Decotint now and let the people of your locality know you handle it. Give it display room and watch it sell.

The Deco-Tint Company
897 Centre Street
MONTREAL

DECOTINT

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, November 24.—The most interesting factor in the paint markets this week is the very firm situation in turpentine. Although local quotations remain at $1.15 cents per gallon, an increase in prices is expected at any time. This product is maintained at a considerably higher figure in other domestic markets, but due to some distributors having cheaper stocks on hand, and not disposed to raise the price until these supplies had exhausted. Southern markets report a firm tone, with an advancing market expected to continue.

Linseed oil prices are held at previous levels, with fluctuations of a minor nature continuing in the seed market. At every instance of an easing, a stronger tone is evident immediately after, retaining the former, and sometimes a slightly higher standing.

Window glass stocks are by no means heavy, but orders are gradually being filled upon the receipt of Belgian shipments. Canadian glass from the new home industry is expected to reach the local market this week, which should relieve the situation regarding a shortage. Also, as the season is now advancing, stocks should become much more ample from now on. Activity is everywhere evident among paint and varnish manufacturers, orders for next spring's requirements continuing to come to hand in good numbers.

TURPENTINE PRICE HOLDS; MARKET VERY FIRM

Montreal.

Local current quotations on turpentine are still held high at $1.15 per gallon, notwithstanding higher quotations are given in other Canadian markets. However, a change to higher levels is expected in the very near future as the situation here, as undoubtedly elsewhere, is a very firm one. Savannah quotations are comparatively higher than those existing locally, and replacement stocks will necessitate a revision. A light demand is said to be the sole reason for maintaining present prices. Supplies of cheaper turpentine are now well exhausted, and distributors who did not feel disposed to raise their prices until their stock was absorbed, will now be forced to enter the higher market. Although the health of the recent gain, when first in evidence, was questioned by some, there is no present indications of a recession, but every sign of a strong situation continuing as a further advance is now recorded in the Southern market. As the demand almost entirely governs the position of turpentine, a further stiffening of prices seems probable when a bigger buying movement is evident. Thus, if the present standing holds, during the quiet period, higher prices would seem probable for the earlier months of spring. The latest Savannah report states that from all appearances the market is due to advance to higher levels during the next few months. Fluctuations are of course expected, but it will not be very long before the market will recover from the decline. Prevailing prices for the present are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 15
2 to 4 barrel lots	1 13
Broken lots	1 25

LINSEED OIL PRICES HOLD

Montreal.

Local quotations on linseed oil remain unchanged for the week, with the undertone of the market showing little variation from last week. Earlier in the week a slight easier tendency was evident in the primary market, but this is again overcome and crushers and distributors did not consider it of sufficient importance to reflect a corresponding decrease in oil prices. This again serves to demonstrate the trend of oil in past weeks. Fluctuations occur from time to time with the strength, however, being fully maintained.

The future seems to remain uncertain at present. With the demand of a comparatively light nature and likely to remain so for the remainder of the year, an easier tendency would seem probable. However, when the quiet period has passed, higher ruling prices are predicted by some as the seed market has held remarkably well and no indications of an easing in this direction. Another factor not to be overlooked are present prices, comparative with pre-war levels. Oil is now on a lower basis than generally prevailed in 1914, and it would seem that some unusual occurrence would be necessary to reduce prices below what existed at that time, when present day costs of crushing are taken into consideration. Prices for this week are:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 83	0 85
3 to 5 barrel lots, per gal.	0 81	0 83

Less barrels, add 10 cents per gallon.

FAIR BOOKINGS OF SHELLAC; MARKET STEADY

Montreal.

The steady situation still remains in shellac markets. Due to conditions in primary centres, outside markets also report a firm tone. Current business is seasonably light, but the buying movement for future is favorable, and shows more activity than existed at this time last year. Shellac at considerably lower prices than those quoted still appear on the local market but other distributors claim the quality of this stuff is questionable.

UNCERTAINTY IN WINDOW GLASS

Montreal.

The Belgian source of supply continues to relieve the situation on window glass, insofar as any serious shortage being felt. Distributors in some cases, however, are forced to hold orders awaiting the first shipments from the new Canadian source. It is expected that supplies from our new home industry will arrive on the local market this week, and with the seasonable rush now advancing, more ample stocks should be available from now on.

Although the close of navigation, with increased transportation costs, usually has a stiffening effect on prices, chances of a revision in this direction are very remote, according to those in close touch with the situation. The Belgian market will undoubtedly control the situation, and until a substantial gain is recorded in the Belgian mark, importers will be able to buy on this market at comparatively low prices.

Demand on the local market continues fair, although the usual busy season is fast advancing. Quotations remain at Montreal net list, with a further slight concession named in some quarters, especially for orders of any size.

PAINT MANUFACTURERS REPORT ACTIVITY

Montreal

From all quarters comes the report of satisfactory paint and varnish bookings for next year. While the current business is now practically closed with the advanced Fall weather, paint houses continue to take on an active appearance in the earlier preparation of future trade. Lower prices and liquidated stocks throughout the country both offer a stimulus for increased business, added to materially by the assurance from manufacturers of a steady market, with chances of lower Spring prices very remote. Enthusiasm is also everywhere prevalent, and with the foundation now laid for 1922, the campaign should become more interesting from week to week.

A Reliable Brush

For a Reliable Product

In order that every merchant handling Benjamin Moore & Co., Limited, Muresco may be assured of satisfied customers, we have designed a brush exactly suitable for bringing the best results with Muresco.

This is a brush of absolutely pure Chinese Bristles; it is 5¾ in. wide. There is absolutely no horse hair used or other hair of any kind. As can be seen, it is a broad, full, generous brush, suitable in every way to get the best results from Muresco with consequent satisfaction to all concerned.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

"Quality forever Moore"

If interested tear out this page and place with letters to be answered.

TORONTO

TORONTO, Nov. 24.—As is generally the case on a fluctuating market, the demand for turpentine slackened considerably when the recent high price levels receded slightly on primary circles. The local development as regards current business continues on a very moderate character, with supplies also being described as light. Open supplies on the primary markets are said to be of a moderate nature, and taking this development into consideration, coupled with the fact that the production period is now at an end, would serve to maintain the prevailing firm tone in the turpentine markets generally. However, the current demand is of a quiet nature at this time of the year, and quotations on the domestic markets are holding unchanged this week.

Other interesting factors in the current paint markets concentrate chiefly on window glass and paint brushes. Orders for paint brushes in anticipation of spring delivery are being recorded in fairly satisfactory volume. Current shipments of Belgian glass continue to relieve prevailing requirements by timely arrival, while the expectation that glass of Canadian manufacture will shortly appear on the domestic markets, is considered a factor tending to relieve the reported shortage in certain sizes.

FIRM UNDERTONE REMAINS IN TURPENTINE MARKETS

Toronto.

The see-sawing of prices on the primary turpentine markets continues to be one of the interesting factors in the current trend of this commodity. The prevailing demand, generally representing immediate requirements, followed the recent upward developments on southern circles until the high-water mark caused a slackening of interest on the part of consumers generally. An attitude of waiting then materially assisted in easing the price at Savannah; but the undertone remains firm, and the present conditions existing, future recessions are not generally considered as probable, unless merely of a temporary nature.

The fact that certain eastern markets are quoting turpentine at a price several cents below what local distributors are asking, has occasioned some surprise in certain quarters. However, this development is attributed to the fact that some stocks of turpentine contracted for when prices were at a lower level, have been marketed at the prices recorded, and other distributors were forced to meet this competition. The latest reports indicate that a firm market now exists, and the price trend is in the upward direction.

Following are the average local quotations at present in effect:

TURPENTINE	Imp. gal.
1 barrel lots	1 25
2 to 4 barrel lots	1 24
5 gallon lots	1 40

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton London, Brantford, Collingwood, Guelph, Windsor, or Montreal, but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots, 15 cents per gallon additional.

MODERATE CALL PREVAILS FOR LINSEED OIL

Toronto.

With the quiet period now at hand in linseed oil markets, the prevailing demand is of a very moderate character. Prices are being maintained at the recently lowered levels, and with the rise and fall in flax seed prices not being so marked as previously, this development is not reflected in quotations on linseed oil to the same extent. The lack of demand for cake and meal and oil by-products generally, is described as another factor assisting in maintaining the current oil figures, as producers claim that a brisk market for cake meal usually assists in making better prices for linseed. However, the current attitude of dealers is now one of hopeful anticipation for spring improvement; and the prevailing quotations on both raw and boiled follow:

LINSEED OIL—		
1 to 2 barrel lots, per gal.	0 87	0 90
3 to 4 barrel lots, per gal.	0 86	0 89
6 to 9 barrel lots, per gal.	0 84	0 87

Less barrels, add 15 cents per gallon.

PAINT BRUSHES NOW ORDERED FOR SPRING DELIVERY

Toronto.

Paint brushes are now being ordered in fair volume for spring delivery, and with present price levels being guaranteed against manufacturer's decline, a good seasonable demand is anticipated. Requirements are being placed in preparation for spring trade in the brush lines, and the lower quotations on these products which came into effect a few months ago, are expected to be a factor in future market activity.

PREPARE FOR GREATEST YEAR IN PAINT HISTORY

Toronto.

With the current fall seasonal activity in paints and varnishes now practically at a close, the attention of the paint industry generally is naturally drawn to the prospects for next year's business. Both manufacturers and distributors report that bookings of paint and the allied products for spring, have appeared in fairly satisfactory volume, and are already described as an indication of even better activity in these products during the coming season. As a result, dealers are preparing for a strenuous campaign, with the object of making 1922 the greatest year in paint history.

WHERE INDUSTRIAL ACTIVITY IS FOUND

(Continued from page 35)

priced stocks of raw material than are the others who are sitting back waiting for better times. Those who have adopted aggressive selling policies and worked off high prices stocks are now in position to manufacture at lower costs and make a profit. They have, furthermore, secured many valuable accounts from competitors who are holding stocks at high prices while their factories are closed down.

Copper Strengthening Only Temporary

It was Mr. Taylor's opinion that prices on the products manufactured by his firm are likely to be stable for some time. He referred to the recent strengthening of the copper market as a temporary movement. It could not be a permanent movement upward because of the huge stocks of copper held in both Canada and the United States. Mr. Taylor stated that large stocks of copper were left over from war time activities since then there has been little electrical or other development to use up these stocks. Copper mines in the United States have not been very active lately due to the large surplus stocks held and any endeavor to boost prices whilst this condition lasted could only be a speculative movement and short lived. Iron and steel have recently been showing more firmness but it was Mr. Taylor's opinion that prices would not alter a great deal for some time.

The Parmenter & Bulloch plant has been operating on a three day a week schedule but it was expected that this would be increased to four days a week very shortly. The three day a week schedule provides for manufacturing of current requirements only, but the four day a week schedule will allow of some manufacturing for stock.

Lower Prices Stimulate Trade

Prices on these products have always been reduced to conform with reduced costs. It has been found that the lowering of prices has always brought increased trade and so any benefit has always been passed on to the buyer. Retail stocks of these lines are said to be light though wholesalers have recently been ordering in fair quantities and supplies are therefore close at hand for retailers. Mr. Taylor suggests that hardware merchants watch local developments closely for signs of renewal of mill and industrial activity in general.

Credit and collection conditions were said to be very fair, and Mr. Taylor is confidently of the opinion that there will be some improvement in industrial conditions by the Spring of next year, though improvement from the standpoint of agricultural trade may not follow until the next crop has been harvested.

MEAKINS BRUSHES in material, workmanship, durability and service have no superiors.

Since 1852 they have stood for a standard of brushmaking in Canada. "As good as a Meakins Brush" has become a familiar phrase in the time-consuming arguments necessary to sell obscure, little-known lines of brushes.

The favourable reputation that Meakins Brushes bear makes it possible to conclude a sale quickly. This leaves the merchant free to make several other sales in the time saved by the ready acceptance of Meakins Brushes.

The New Meakins Catalogue for 1922 will show you all the line with the lower prices now in effect.

Meakins & Sons Limited
Hamilton, Ont.

Warehouses:
Winnipeg London Toronto Montreal Vancouver
Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S. Mush ..	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush. .	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle ...	....	14 00	17 50
25 Short ...	$23 50	.....	....
25 Long ...	33 00	.....	....
32 Short ...	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W..	38 50	.....	42 00
32 S. Colt ..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter .	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special ...	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz. ..	14 25	15 50
Hunters' axes, doz..	13 50	14 50
Single bits, doz. ...	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...$0 50 Group 3 .$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6... 2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 10%.

Gilmour Eye Augers, add 5%.

Irwin car bits, net list.

Irwin car bits, discount 5% off.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts, ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

Tapped add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
Do., Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto	0 20
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings............	$ 6 65
No. 5, standard............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen. No. 0, $30: No. 1, $36: No. 2, $42: No. 3, $58

F.O.B. Montreal, Toronto

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.

Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 66

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 5[illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz

No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in. ..	0 30	0 26
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 28
Plain Tinned, 16 oz. and heavier, lb. ..	0 37	0 35
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 40
Tubing, lb.	0 34	0 27

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.

F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS— Doz.

Cast, Champion, 5 inch ...	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

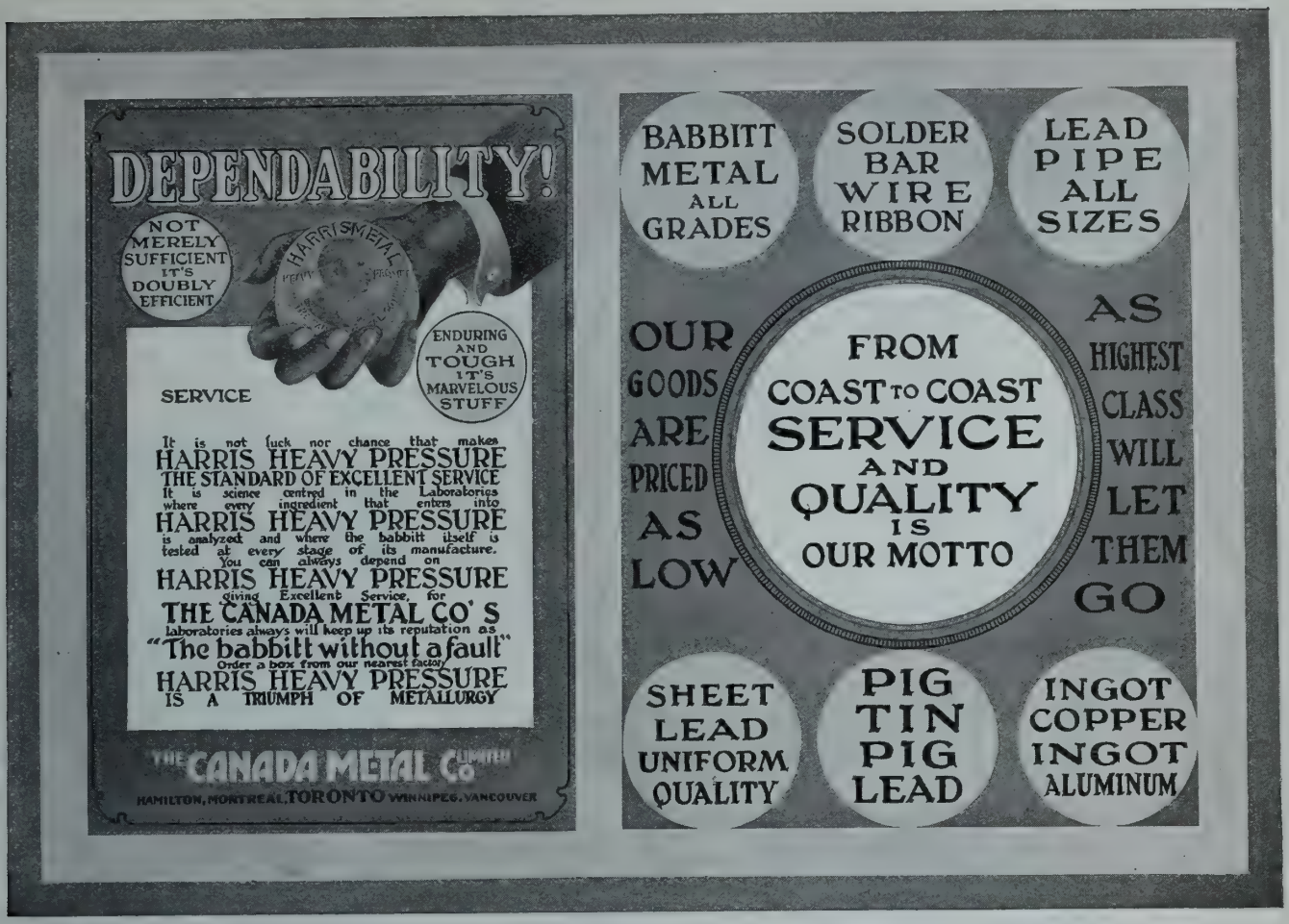
DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank.

List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2: ⅞, $2.10.



A Keen Edge And a Tough Core

Because they are made of Special Automobile Steels by the C. C. M. process, C. C. M. Automobile Skates have two exceptional features:

1st—**They have a keen, glass-hard running edge.**

2nd—**They have a central core of tough steel that makes the blade practically unbreakable.**

In addition, C. C. M. Automobile Skates are heavily and smoothly nickeled over copper to make them rust-proof.

With such superior features, is it any wonder that dealers find C. C. M. Automobile Skates so easy to sell?

C·C·M· Automobile SKATES

Made in Canada By
Canada Cycle & Motor Co., Ltd.
WESTON, ONTARIO.
Montreal Toronto
Winnipeg Vancouver

Also Makers Of

C.C.M. Bob Skates and C.C.M. Perfection Ankle Supports

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.
Great Western, Amer. 50%
Kerney Foot Arcade ...... 60|5%
J. Barton Smith, Eagle 55%
P. H. and Imperial .... 60|5%
Globe .... 60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	20%	25%
Malleable bushings	30%	28%
Cast bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
	0 55	0 68
B	0 23	0 33
C	0 15	0 23

NIPPLES, WROUGHT
Close and short, 4 in. and under. 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face. . .$5 25
Two-inch and over 4 50
40 to 80 lbs. weight.
Under 2-inch face 4 75
2 ins. and over 4 25
Bi-Treadle, each 9 75
Cycle BB 8 75

GRINDSTONE FIXTURES Doz.
No. 22 .... 8 67
No. 33 .... 9 37
No. 2½ 10 00
No. 3 .... 11 50
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.
Per gross.
Sisal, 7-16 in. $21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50
Prices, net.

HAME FASTENERS— Per Doz.
Dodson $4 60

HAMMERS, NAIL Doz.
No. 21 .... $12 00
No. 1 .... $15 40
Nos. 1½, 61½ 15 20

HAMMERS, SLEDGE
Can. 2-2½ lbs., cwt. $22 50
Do., 3-4½ lbs. 20 70
Do., 5 lbs. and over 14 40
Masons, 2-3½ lbs. 28 35
Do., 3-4½ lbs. 25 50
5 lbs. and over 20 70
F.o.b. Montreal. Toronto, Hamilton, London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.
List
Atlas No. 0 .... $13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING
Per Doz
No. 1 .... $10 25
No. 2 .... 11 25

HATCHETS, LATH
No. 3 .... $10 25
No. 4 .... 11 25

HATCHETS, BARRELLING
Nos. 50, 60 .... $15 75

HATCHETS, CLAW
No. 7 .... $12 25
No. 8 .... 13 00
F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater $10 00
Heatray Heater 12 00
Discount 25%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ... .. Doz. sets.
Clark's No. 1. .... $2 22

HINGES, SPRING
No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $9 25

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corugated, ½ in., 100 ft... $16 00
Do., ⅝ in., 100 ft. 18 00
Do., ¾ in., 100 ft. 21 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 21 per lb.
48 x 96 .... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)
Potts, polished, per set .....$ 1 90
Potts, nckel plated, per set 1 95
Potts handles, japd., grs. .. 20 75
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS. ETC.
Step Ladders Per ft.
Standard 0 46
Household 0 35
Shelf Lock, 4 to 8 ft. only.. 0 32
Faultless, 4 to 8 ft. only.. 0 46
Do., 10, 12 and 14 ft. ... 0 50
Single and Fruit Picking
10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b. Toronto, Hamilton, London,
Roped and Straight Extension Ladders
20 to 32 ft. 0 32
36 to 44 ft. 0 35
Over 44 ft. 0 43
Special quality, 20 to 40 ft. 0 45
Three section extension 0 45
F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain or jap'd $12 00
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases .... 1 35 doz.
3 doz. cases .... 1 20 doz.
6 doz. cases .... 1 15 doz.
Cold Blast genuine rubq. 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 .... 2 00
Do., No. 3 .... 2 50
Do., No. 4 .... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—
List each.
Dowswell $12 75
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, style A 19 75
New Century, style B 21 75
New Century, Electric 160 00
List each
Playtime, engine drive ... 27 00
Ideal Power 30 00
Seafoam, electric, style A ..105 00
Seafoam, engine drive 50 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home Water, motor 28 00
Whirlpool, water power .. 31 00
Hydro, 1 Tub, engine drive. 57 00
Do., do., electric 116 50
Rotary water motor washer . 29 00
Connor ball-bearing, with rack 22 75
Perfection, engine drive 65 00
Perfection, electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—
Cutter, doz. $11 50
Pick, doz. 11 50
F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net
Liquid Veneer $20 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete........ 4 35
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 60
Crank wringing 7 35
Smarts', ... 4 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet .... Net
Thousand Island .... Net
Red Wing .... Net
Blue Bird .... Net
List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

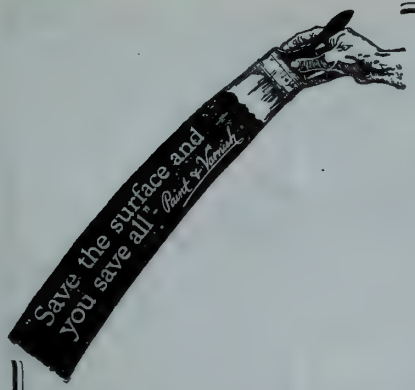
NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toron to $4.25 base.
Owen Sound or Collingwood, $4.25 base.
F.o.b., Montreal, $4.25 base.
Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.
Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities. $12.50.



Registered Floglaze

The Finish That Endures

"For Exterior Surfaces"

The can with the black and blue label

An improvement on anything in the line of oil paint for exterior work.

Gives a better and higher gloss.

Brushes, spreads and flows better than anything yet produced for outside finishing.

Dries harder, wears longer, and gives better protection.

A strictly high class line for trade that requires something unusual, both in appearance and lasting qualities.

The Seven **Floglaze** *lines are*

Home and Farm Finishes
Auto Finishes
Art Shades
Velvet Finishes
Porch and Veranda Floors
Lac Shades
Exterior Finishes

Our dealer's booklet "A Guide to large Profits" gives detailed description of Floglaze "Exterior Surfaces" and six other Floglaze lines. Write for a copy.

"Make 1922 Your Greatest Paint and Varnish Year."

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia:

The Callander Shore Co., Limited
155 Pender St. West
Vancouver

Sole Distributors for Manitoba, Saskatchewan and Alberta:

MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Eastern Distributors:

Paint & Varnish Limited
243 Beaver Hall Hill
Montrea

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand
Capewell— Per 25-lb. box
No. 5 .... $6 75
No. 6 .... 6 50
No. 7 .... 6 25
No. 8 .... 6 00
No. 9 to 12............ 5 75
Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.
12 inch...$1 80 48 inch...$ 6 20
18 inch... 2 65 60 inch... 7 70
24 inch... 3 40 72 inch... 9 20
30 inch... 4 00 84 inch... 10 50
36 inch... 4 75 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.
12 inch...$3 50 42 inch...$10 50
18 inch... 5 00 48 inch... 12 00
24 inch... 6 30 60 inch... 15 00
30 inch... 7 75 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.
12 inch...$4 00 42 inch...$12 60
18 inch... 5 50 48 inch... 14 00
24 inch... 7 00 60 inch... 17 00
30 inch... 8 50 72 inch...20 00

¾ inch mesh and 20 ga. wire.
24 inch..$10 50 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.
24 inch..$16 50 36 inch...$24 90
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod
1848 .... 0 80
2060 .... 0 88
Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll 5 50
36-inch, per roll 7 15
48-inch, per roll 8 85
60-inch, per roll 9 85
72-inch, per roll 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ....$17 00
Plumbers' 7 50
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. 0 21
Palacine, gal. 0 24
Gasoline, net, gal. 0 32½
Above prices net.

Gallon
Black oil (summer) 0 23.1
Black oil (winter) 0 24.1
Capital, cylinder 0 75.6
Mach. oil, reg. grades 0 43.6
Imperial gas engine oil.... 0 63.6
Paraffine 0 23.6

List, less 10% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy $1.10
List less 15 per cent.
Polarine, per gal, list 1.15
Polarine, medium, list 1.15
Polarine, heavy, list 1.15
Polarine, ex-heavy, list 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B...... 1 70
Gargoyle Mobiloil, BB..... 1 70
Gargoyle Mobiloil, A 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net 0.11.60
Do., tank wagons, net .. 0.10.60
Do., tank cars, net 0.09.60
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb
Fine jute $0 17
Coarse jute 0 13
Hemp 0 36
Square braided hemp....... 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1, Anch	1 25	1 25
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 35	1 35
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 80	0 80
Empress Dry Sheath'g	1 45	
Stag Sheathing	80	0 80
Cyclone, dry	1 25	1 25
Do., tarred	1 35	1 35
Joliette Sheathing	0 70	0 70
Do., tarred	0 85	0 85

Per 100 lbs.
Monarch Sheathing, white .. 5 75
Do., gray 4 75
Straw sheathing, heavy dry . 3 15
Red Star heavy tarred straw 3 40
Imp. White Sheathing .. 5 75
Imp. Grey Sheathing 4 75
Scythe rand dry straw ... 3 15
Spruce Sheathing, 36" and 72" wide 7 25
Asbestos Sheathing 10 00
Carpet felt 3 90
Tarred felt, 7, 10 and 16 oz. 3 45
F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast
In barrels, 250 lbs., lb.......
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19

Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES
Per case
5 gross, 4-in. (loose) $2 25
4 gross (cartons), 4 in....... 2 25
Spring, 2 grs. box 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921
Standard Butterweld Pipe S-C.
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 88
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list.$18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list.29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 per cent.
F.o.b. Toronto. Ottawa. Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. 25%
4 in. 30%
5, 6 in. 30%
8 inch .... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. 40-10%
8 in. .... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl......... $13 25
Navy pitch, per bbl.......... 6 50
Coal tar pitch, per cwt. 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz......... $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal.	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box ..$17 50
20x28xIC,112s, box 18 00
20x28 IX, 112s, box 20 00
20x28 IXX, 56s, box 11 25
20x28 IXXX, 56s, box 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s $14 00
IXX, 20 x 28, 56s 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles 2 40
12-oz bottles 4 80
1-qt. can 12 00
-gal. cans 20 00
1-gal. cans 28 00
Net.

Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch 0 90
Do., 2¼ inch 0 95
Palmer's 0 90

PULLEYS, Clothes Line—
No. 58 jap'd $4 35
No. 158, galvanized 4 45
No. 59 jap'd 4 45
No. 159, galvanized 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 .... 6 00
No. 80 .... 8 00

PUMPS, REDWING
No. 0.....$6 85 No. 4....$12 75
No. 1..... 7 50 No. 5.... 15 25
No. 2..... 8 75 No. 6.... 18 00
No. 3.... 10 75
F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 8c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

Toronto
Samson, 1 ply, roll ......$ 2 65
Samson, 2 ply, roll 3 10
Samson, 3 ply, roll 3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls...	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal........... 0 60
In ½ bbls., per gal. 0 65
In 5s and 10s 0 70
1 gal. cans, per doz......... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis 0 23
Beaver Manila basis 0 19
New Zealand hemp basis 0 19
Sisal basis 0 17

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis.. 0 17
Double lathe yarn 0 17½
Yacht marline, tarred 57
Halyards 50
Beaver Halyards, wht. pol, ¾ in. basis 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application
Cotton, ⅛ in. 0 51
Do., 5-32 in. 0 50
Do., 3-16 in. 0 47
Do., ¼ in. and up 0 45
F.o.b. Toronto, Montreal, London. Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, net list.
Star sandpaper, net list.
B. & A. emery cloth, 33 1-3% on list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright 77½%
Wood R.H., bright 75%
Wood, O.H., bright 75%
Wood, F.H., brass 70%
Wood, R.H., brass 67½%
Wood, O.H., brass 67½%
Wood, F.H., bronze 65%
Wood, R.R., bronze 62½%
Wood, O.H., bronze 62½%
Square cap 40%
Hexagon cap 40%
Set Screws 45%

SCREWS, IRON BENCH, No. 14

1 in. $11 25
1⅛ in. 13 50
1¼ in. 15 65

SCYTHES Doz.
Cast steel 15 00
Golden Clipper 16 00
Little Giant 17 00
Bush 16 00

SNATHS Doz.
90 Patent $17 50
1 loop 16 80
2 loops 15 80
3 loops 14 70
Bush 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast. No. 7, $1; No. 8, $1.05; No. 9, $1.15.

Other AD-EL-ITE Auto SAVERS and SELLERS:

AD-EL-ITE LEAK-SEAL
AD-EL-ITE Motor Carbon Remover
AD-EL-ITE Rim and Gasket Shellac Cement
AD-EL-ITE Auto Body Varnishes
AD-EL-ITE Fender and Lamp Enamel
AD-EL-ITE Battery Box Acid Proof Finish
AD-EL-ITE Top Dressings
AD-EL-ITE Wax Polishes (paste & liquid)
SHIN-ITE—Keeps metal bright
HY-POL—A high grade body polish
TIRE-ITE (for tires)

There's a good profit in every item

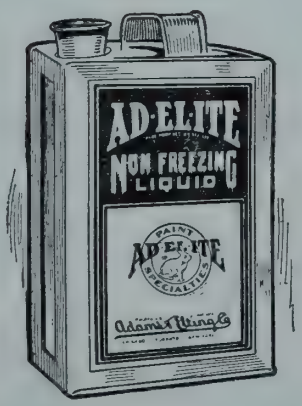
Now is the Time

to reap your annual profit on the quick turnover that goes with the sale of AD-EL-ITE Non-Freezing Liquid.

Made from the old reliable formula of high proof denatured alcohol, with evaporating retardant, AD-EL-ITE is freeze proof at 50 degrees below zero.

Once sold, always sold—repeat sales are easy because AD-EL-ITE has so thoroughly earned the confidence of the Canadian auto owner.

Write us today for prices and resale proposition—no obligation.



Adams & Elting Co.

17 Adelaide St. E.

TORONTO ONT.

Chicago. New York.

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

SPIKES, SHIP

Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP

Eureka, per M. $15.00

STANDS, WASHTUB

Dowswell, doz. 44 10

STAPLES (Fence)—

Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES

Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....**Plus 10%**
30% discount of No. 525, No. 530, No. 630 only

STRETCHERS, WIRE

Hercules, doz. $8 60

STRETCHERS, CURTAIN—

Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun. No. 2 .... 22 00

SWEEPERS—

Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks 70/15% 650
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge, Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival, Steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST

Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, **List less 20-10%**
Safety Flat, No. 60, **List less 20-10%**
Reliable No. 1 and 2 **20 cents per ft., less 20-10%**
Round Trolley No. 1918, **20 cents per ft., less 20-10%**

TROUGH (EAVE)

O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List: Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick.. cyco bear..... 53 00

TOY (Bissell's)

Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

SWEEPERS, VACUUM (Bissell's)

Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B factory, Niagara Falls, Ont.

SWINGS—

Ontario, 4-passenger $8 75

TACKS Discount

Wire Tacks 70/15%
Revised Hardware **Tack List** adopted June, 1921 .. 70/15%

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) **Doz. with chain**

Victor, No. 1 **Giant, doz.... $2 85**
Jump, No. 1 .... **3 50**
Hawley & Norton, No. 1.... **5 00**
Newhouse, No. 1 .... **7 50**
F.O.B. Toronto, London, Hamilton, **Montreal.**

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.

550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼

Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. **and ¼ cent lb. on 20,000 lb.**

TWINE (COTTON)

5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS

Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto

Penberthy Brass Valves

Gate Valves 25%
Regrinding Valves 20%
Swing Check Valves 10%
Compodisk Valves 20%

VALVES, FOOT

	Blk.	Galv
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.

Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, **plus 50%**
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list. plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., **list, plus** 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, **japanned, list, plus** 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. **Pails and Tubs, list** plus, 20%.
Heavy Galv. **Pails and Tubs, list** plus, 20%.
Hollow Ware, **add 40%**
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards. 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list. plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London, **Hamilton.**

WASHERS, WROUGHT

Round, plain. **Sizes given are size** of hole. In **boxes of 50 lbs. list** prices per 100 lbs.—¼ in., $28.00 5/16 in., $24.40; ⅜ in., $22.80; **7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2** in., 2⅛ in., $19.00. Discount 60% **f.o.b. Montreal, Hamilton, Toronto.** London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.,

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs. .	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs. . .	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs. . .	2 30	3 10	3 50

WHEELBARROWS

Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal. Toronto, London

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes lighter than No. 9.

No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.

Stovepipe Wire.

No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	**$2 00**
8 inch	**2 25**
10 inch	**2 50**
14 inch	**3 50**
18 inch	**5 00**
24 inch	**7 25**
36 inch	**13 50**

Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES

Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Ese 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00

Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

THE PROOF OF THE PUDDING

Time and *Service* have demonstrated that Pure Iron Galvanized Sheets are more durable than the ordinary Steel quality—

Time and *Service* have also demonstrated that ordinary Steel Galvanized Sheets are greatly improved when it comes to the matter of resisting corrosion, by adding a small per centage of copper.

NOW—

Toncan Metal since 1908 has been a leader of the "PURE IRONS" and now since copper is added, it combines the virtues of both groups. In this it is unique—

No other "PURE IRON" Sheet has the Copper Content—
No other Copper Bearing Sheet has the Pure Iron analysis—

OUR PROPOSAL—

Write us on your business stationery stating that you are interested and we will send you all charges prepaid a full size sheet No. 28 Gauge Galvanized Toncan Metal. Try this in the worst place you know and thus find out for yourself the truth of our slogan—

ENDURES AND INSURES

TONCAN METAL

This offer is limited to three hundred metal workers so do not delay.

Dominion Sheet Metal Corporation, Limited

Hamilton - Canada

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. -06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING— per gal.
Ad-el-ite, white $4 00
Ad-el-ite, tints 3 75

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Floglaze 4 50
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .-50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur, 75c per Maritime differential 50c per 100 lbs over Montreal.
100 lbs.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure ..	12 75	13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons. Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.

	White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls. ...	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs..	8 80	9 90

F. O. B. Toronto.

OILS—
Fly. Creonoid—
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white| 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal. colors 3 75
Lowe Bros., H. S. White, No. 328 ... ... 3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white 3 45
Martin-Senour, Neutone, colors 3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint 3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint—

	Mont.	Tor
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal...	0 95	0 95
1s, per case, doz. ..	12 00	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz..	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50

H.. T. & A. Co.'s Creosote Oil—

Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC

	Pure White.	Pure. Orange.
	Per Gal	
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 40
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint, ...	1 75	2 00
O.P.W. Creolin ..	1 30	1 50

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
High Standard 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 00
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L. No. 61 ..... 5 00
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing.. 4 85
Kyanize Interior and Floor.. 4 85
Luxeberry light 4 75
Luxeberry granite .....
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 6 00
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 00
"C.D. Big 4" Exterior..... 5 00
"C.D. Big 4" Interior..... 4 50
"C.D. Big 4" Floor 4 40
C. D. General Purpose 4 15
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite ... ...
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto

WATER PAINTS
Rockface, bbls., 250 lb. 0 08
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)

	White.	Colors.
Frescota	$7 50	8 50
5-lb. pkgs.		
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white...		8 75
Do., colors		9 25

Hygienis Kalsomine. per 100 lbs.

	White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. ..	10.00	11 25

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . .0 09

Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Lion Brand 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 45
Champion white 0 50
Ad-el-ite paste 0 45
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls 3 20

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.55
F.o.b. Montreal, Toronto, London

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG

CARTER'S

Your Paint Customers Know It.
CARTER'S GENUINE RED LEAD.

Carter's has won the confidence of the Canadian paint user because of its never changing quality. Recommend Carter's. It is made from the very best grade of Canadian pig lead, highly oxidized and very finely ground. Mixed with pure linseed oil it furnishes a free flowing protctive paint for all manner of metal work.
Carter's Genuine Orange Lead, Genuine Dry White Lead and Litharge are three other Carter products worth stocking.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Ave., Montreal.

Window *Also Plate, Figured, Bent, and Ornamental Glass*

RED S

Glass *Stained, Wired, Mirror*

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.80; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$23 50	.....	.....
32 Short ...	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	64 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2 ....$	20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.90 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.65 base. Rounds over 2¾ in. to 6 in., $6.15 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50: cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $10.00; No. 2, $10.50; No. 3, $11.50; No. 4, $13.75.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	8 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $6.08; 10 in., $6.75; 12 in., $8.10; 15 in., $11.25.

Conductor Pipe, 2 in., per 100 ft., $7.43; 3 in., $8.55; 4 in., $10.80; 5 in., $15.30.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions, "Dart"—

¼ to 2-in. ... ... .29% off

⅛, 2½, 3½ and 4-in. . 15% off

Nipples, 4 in. and under 45%

FRY PANS Each

Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 8	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.95; No. 2 and larger, $9.70; snowshoes, No. 0 to No. 1. $10.20; No. 2 and larger, $10.05; hand drilled, No. 0 to 1. $17.50; No. 2 and larger, $17; toe weight, $11.95.

HOSE, GARDEN

½ in.	9 75
⅝ in.	12 00
¾ in.	13 00

IRON GALVANIZED

Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 60
Mrs. Potts, No. 50, set	2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $8.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2. Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick. $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	......	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 36½
White Rose Gasoline	0 39½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor	1 00
Capital cylinder	0 83½
Castor machine	0 49½
Imperial gas engine	0 66
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century caster machine	0 50
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED
See weekly report.
(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	2 15

PAPER, BUILDING
Dry Fibre, No. 1 .... $1 25
Sunrise 1 00
Anchor, tarred 1 45
O.K. tarred 1 45
Tarred Felt. 5 85

PICKS, CLAY
5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT
Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	99 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS
Per barrel 6 75- 7 50

PLATES, CANADA
18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.
No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $365 each! No. 4, $3.85 each.

PUTTY
100-lb. irons $5 00
20-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE
British Manila—¼ in., 5-16 in., 23½c.; ⅜ in., 23c.; 7-16 in., ½ in., 9-16 in., 22½c.; ⅝ in., 22c.; ¾ in. and larger, 21½c.
Pure Manila.—¼ in., 5-16 in., 27¾c.; ⅜ in., 27¼c.; 7-16 in., ½ in., 9-16 in., 26¾c.; ⅝ in., 26¼c.; ¾ in. and larger, 25¾c.
Sisal—¼ in., 5-16 in., 21¼c.; ⅜ in., 20¾c.; 7-16 in., ½ in., 9-16 in., 20¼c.; ⅝ in., 19¾c.; ¾ in. and larger, 19¼c.
Lath yarn, 20¼c.
Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.
Set Screws, 5%. Cap Screws, 15%.

SCYTHES— Doz.
Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4. $19.68; No. 6, $20.38; No. 8, $21.08

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK
10 gauge 5 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65
37½%.

STANDS Each
Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.
Grand Rapids, nickeled $109 00
Household, japanned 97 00
Superba, nickeled 123 00

SWEEPERS, TOYS, BISSELL'S
Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
Little Jewel 14 00
F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL
Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base, spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.20 base. Round, square flat, up to and including ¼. ⅝ to 2 in., $5.20 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.65 base; round over 2¾ in. to 6 in., $6.15 base. Band steel, $5.20 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES Cow.

TIN AND TERNE PLATE—
20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
See weekly report.

TWINE (WRAPPING) Lb.
Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Coton, 4-ply, cones 0 48
Coton, 4-ply, balls 0 52

VARNISHES—
Stephens' Luminette, gal....$4 00
Stephens' Exalite, gal. 4 75
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—
Scotch Grey Graniteware
Colonial Imperial Pearl, 15% off.
Premier Canada Diamond, plus 10%.
Whitewear, 30% off.
Japanned Ware, list, plus 25%.
Japanned Ware, white, list plus 35%.
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 37½ and 10% discount.
Stamped Ware, retinned, 40%.
Pieced Tinware, ordinary, list plus 60%.
Pieced Tinware, copper bottoms, list plus 67½%.
Sheetiron Ware, list plus 52½%.
Light Galvanized Pails, plus

Tubs—
Light, plus 37½%.
Heavy, 35%.
Pails and Tubs, plus 37½%.
Jap, Coal Hods, list plus 62½%.
Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE
Cream, polishing 0 24½

WHITE
XXX Extra $0 21
XX Grand 0 20
XLCR 0 19
X Empire 0 17½
X Press 0 16

COLORED
Fancy $0 17½
Lion 0 16
Standard 0 14½
Popular J 0 13
Keen 0 11½
Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs.
Sectional $7 50
Solid 7 00

WELL WHEELS Doz.
Cast, covered, 8 in....... $11 60
Cast, plain, 10 in. 15 60
12 in. 18 85
14 in. 24 00

WHEELBARROWS Each
U. S. .... $ 6 60
General purpose 7 90
Stone 18 75
Navvy, doz. 105 00

WIRE — BARB
Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $5.60; No. 12, $5.80; coil spring, plain, Winnipeg, No. 9, $5.65; No. 12, $5.85.
Patented screen in 100-ft. rolls, $8.50 per 100 sq. feet.

WIRE — PLAIN
Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT
Agricultural—
6-inch 7 00
8-inch 8 40
10-inch 9 80
12-inch 12 60
15-inch 16 80
Perfect Handle—
6 inch 15 00
8 inch 17 50
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE
Trimo—40% off list
Stillson—30% off list.

Always Ready	Dozen Black	Dozen N. P
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz
Universal $49 50
New Eze 76 50
Regent 69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Octagonal Head

This is one of the newest Burgess Cases, equipped with shock absorber that takes the weight of the battery off the lamp, positively preventing breakage from shock. Size 8½ inches by 1½ inches with 3-inch head.

Octagonal Head

Octagonal head prevents rolling when case is put on a flat surface. Equipped with shock absorber. Large reflector and lens give a good light over a wide area. Size 6½ inches by 1½ inches with 3-inch head.

"Spotlight"

The Burgess Focusing Spotlight is a new addition to the BURGESS Line that fills a popular demand. It throws a beam of light hundreds of feet or it can be adjusted, by turning the head, to throw a diffused light over a wide area. Shock absorber. Extra lamp in base compartment for emergency use. Size 10 inches by 1½ inches.

Replenish your stock now for the Christmas trade--
All the newest ideas and improvements are embodied in these--

Burgess Flashlight Cases and Batteries

TUBULAR
23 Fibre
S23 Nickel

TUBULAR
22 Fibre
S22 Nickel

TUBULAR
12 Fibre
S12 Nickel

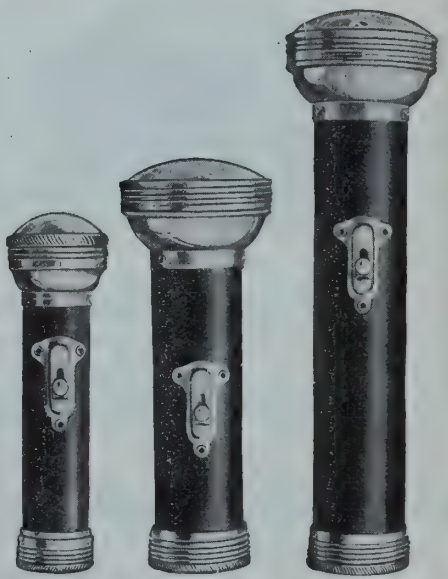
Counter Display Box of
BURGESS UNI-CELS

24, No. 2 cells to a box.
An attractive counter display—neat and compact.

The one piece can will attract the favorable attention of customers. It is clean, nicely finished, and does not need to be scraped to get current through the battery. It saves carrying the two sizes in stock. You simply put the cells together in the battery called for.

List Price ..... $4.75 per package

2 Uni-Cels No. 2 make 1 No. 222 Battery.
3 Uni-Cels No. 2 make 1 No. 232 Battery.
With each package there are 6 tubes for No 222 Battery and 6 for No. 232.



Miner Head
M12 Fibre
SM12 Nickel

Miner head
M22 Fibre
SM22 Nickel

Miner Head
M23 Fibre
SM23 Nickel

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED

O-Rib-O
Steel Clad Garage

Made in Portable and also the Steel Clad Model. A handsome, strong garage containing, not wood but non-rusting galvanized steel. The frame work is angle iron Japanned. Wherever these are set up they bring you more sales when observed by passers-by.

O-Rib-O Manufacturing Co.
Winnipeg, Manitoba

SHIP YOUR GOODS TO THE WELL-KNOWN FIRM OF H. L. PERRY CO., LIMITED, STORAGE (FREE and BOND) DISTRIBUTING AND ASSEMBLING OF POOL CARS OUR SPECIALTY.

Commission Department

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

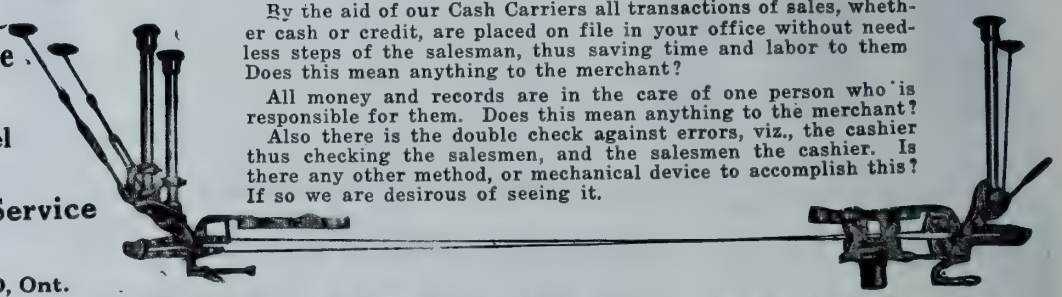
This Combination of departments offers a service that is unique.

THE H. L. PERRY CO. LTD.
214 Princess St. - Winnipeg

Why Not Have a Double Check on all Sales?

Al kinds of Cash and Parcel Carriers

Gipe-Hazard Store Service Co., Limited
113 SUMACH ST., TORONTO, Ont.

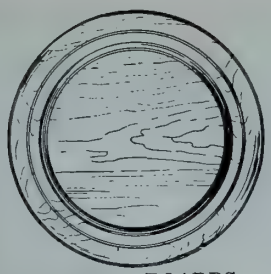


By the aid of our Cash Carriers all transactions of sales, whether cash or credit, are placed on file in your office without needless steps of the salesman, thus saving time and labor to them Does this mean anything to the merchant?

All money and records are in the care of one person who is responsible for them. Does this mean anything to the merchant?

Also there is the double check against errors, viz., the cashier thus checking the salesmen, and the salesmen the cashier. Is there any other method, or mechanical device to accomplish this? If so we are desirous of seeing it.

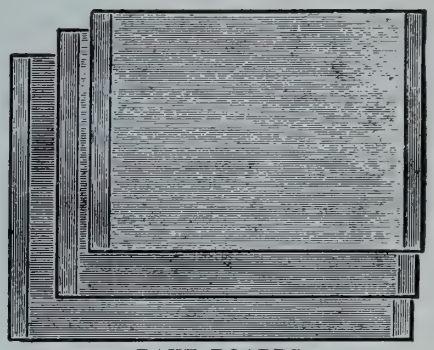
If interested tear out this page and place with letters to be answered



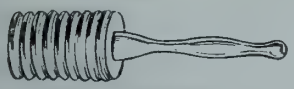
BREAD BOARDS
$3.00 per. doz. 10" diameter turned.

ROLLING PINS
$3.00 per doz.

SLEEVE BOARDS
$6.00 per doz.

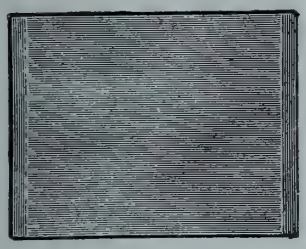


BAKE BOARDS
18x24—$7.20 doz.
18x28.—$9.00 doz.
20x30.—$10.00 doz.

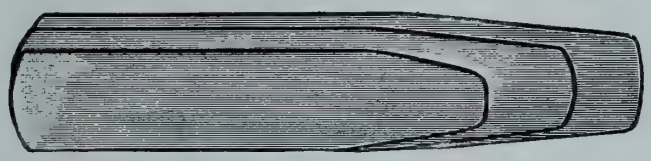


MEAT POUNDER
$2.25 per dozen.

POTATO MASHER
$2.25 per doz.



MEAT BOARDS
10x16.—$3.00 per doz.



SKIRT BOARDS
Size 10x54.—$9.60 dozen. 12x57—$12.00 doz.

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J. H. CONNOR & SON LTD. OTTAWA

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YOUR customers are getting ready for winter. They're patching the leaky roofs, and painting smokestacks, iron fences, outside piping, farm implements, and other metal that's exposed to the weather.

You can help them do the work right, and at the same time increase your own prestige as a reliable dealer, by selling them dependable Barrett Products---manufactured by Canada's oldest and largest manufacturer of roofingand industrial specialties.

Farm impliments don't wear out—they rust out. Everjet prevents rust.

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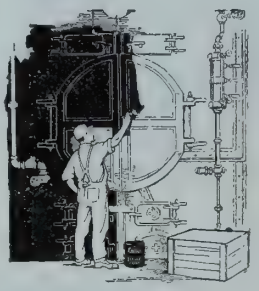
We manufacture no product which we can more thoroughly recommend. For use on all kinds of metal and wood, particularly on materials subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors, and will wear stubbornly under the most adverse conditions.

It is being used extensively by big manufacturing concerns, railroads, etc., all over Canada, and has been endorsed by some of the most eminent engineers.

Put up in: 1-Gallon Cans, Lithographed (cases of one doz.), 5 Gallon Cans, ½-Barrels (about 20 gallons), Barrels (about 40 gallons).

Everjet Paint adds years to the life of outdoor metal work.



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FOR resurfacing old and worn-out "rubber" and prepared roofings, here's a winner!

Comes ready for use, is easy to apply and forms a smooth, tough, durable surface which stubbornly resists moisture, acids, alkalies and fumes. Adds years of service to a worn-out roof at small expense.

Everlastic Liquid Roofing Cement is in a class by itself among roof repair materials.

WINNIPEG VANCOUVER HALIFAX, N. S.

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Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Myers Mfg. Co., Dresden, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR STRIP
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

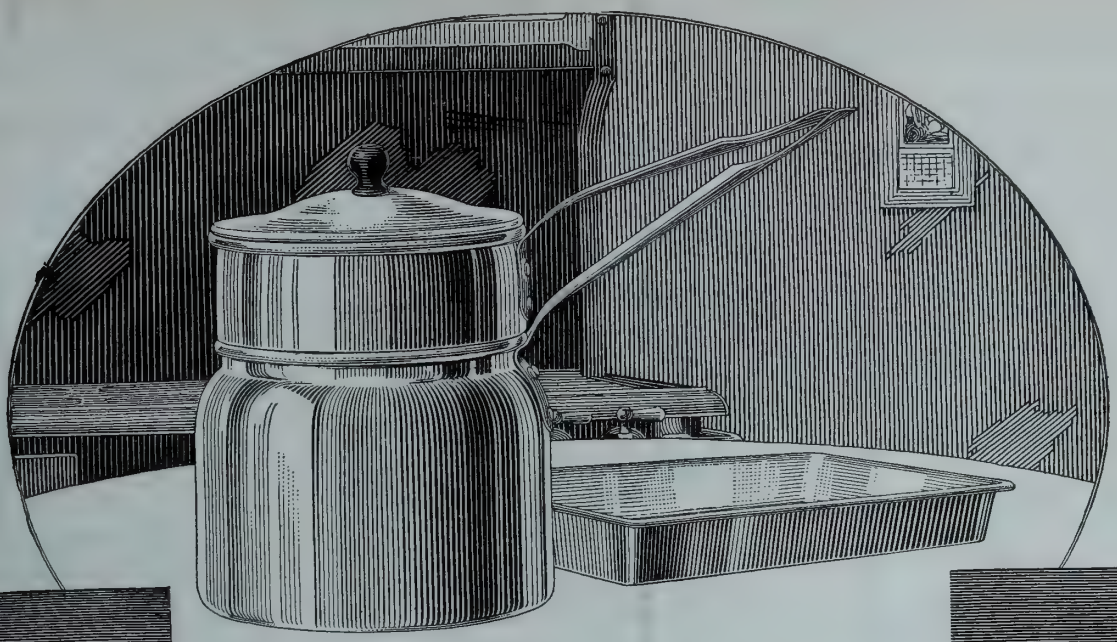
DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

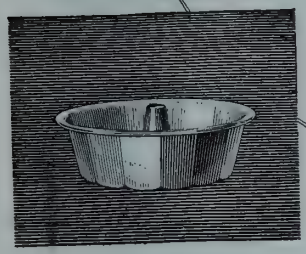
DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

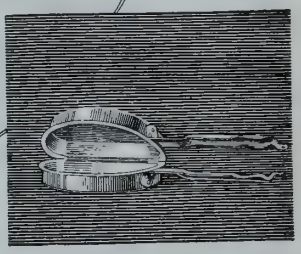
DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

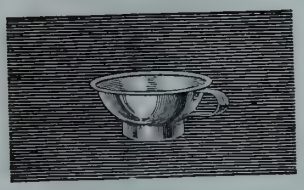
DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

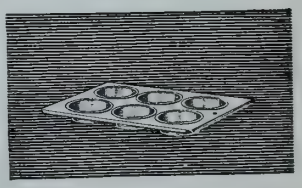
DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont

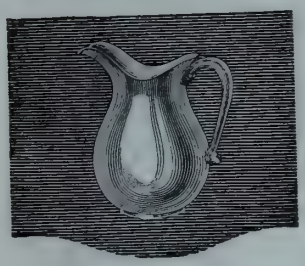


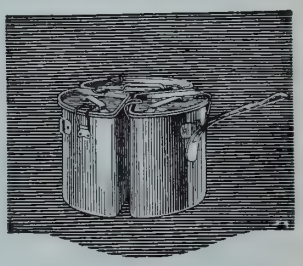












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Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries. Wilmington. Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

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Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont

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Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

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John Oakey & Sons, London, Eng.

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James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

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Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

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The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

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Jas. Cartland & Sons, Ltd., Birmingham, Eng.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont

FEED COOKERS
Wheeler & Bain, Toronto.

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The Dominion Oilcloth & Linoleum Co, Limited, Montreal, Que.

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The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

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G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

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F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

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John Oakey & Sons, London, Eng.

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Chicago Spring Butt Co., Chicago, Ill.

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Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

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Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

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The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

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Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
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Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

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The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont
Pilkington Bros., Limited, St. Catharines, Ont.

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The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
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Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

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E. C. Atkins & Co., Hamilton, Ont.
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Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
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Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

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The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Steel Metal Products Co., of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

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Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
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HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

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The Canadian Hart Products Ltd., Hamilton, Ont

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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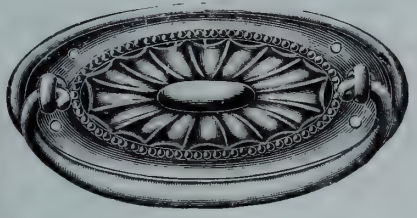

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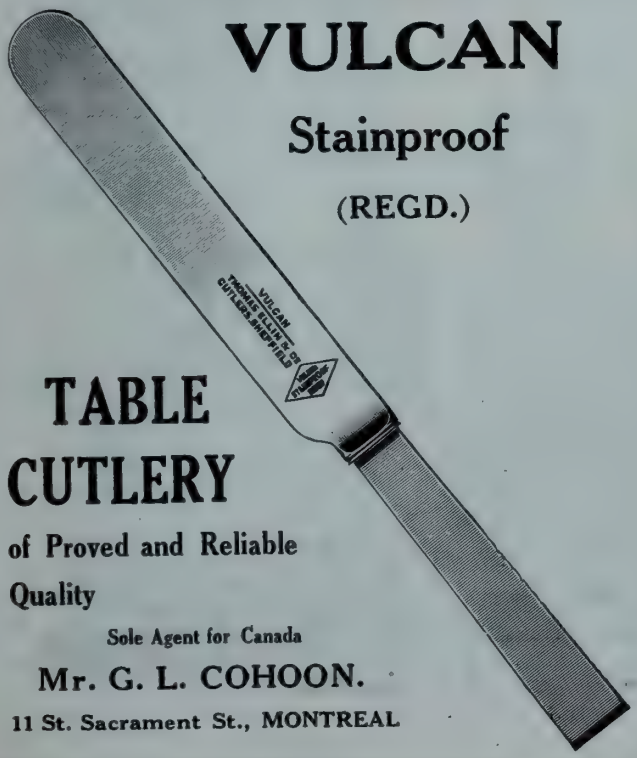

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United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
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Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
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G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Butterfield & Co., Rock Island, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
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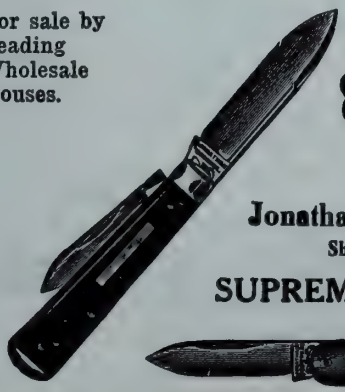

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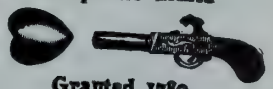

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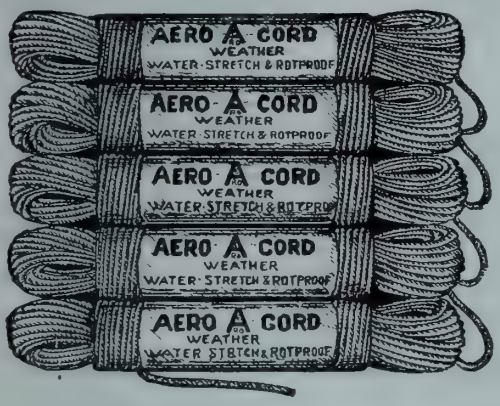

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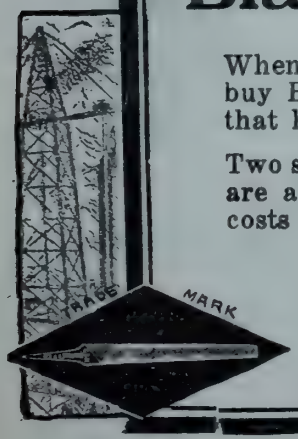

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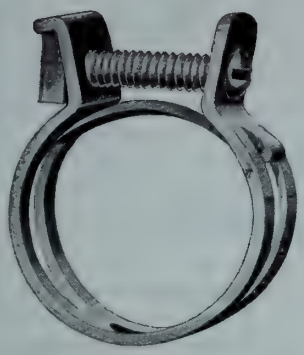

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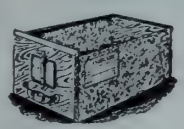

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Wrought Washer Mfg. Co..... 25
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Wentworth Mfg. Co. 25

AN IMPROVED

CARPENTER'S & WOODWORKER'S TOOL

NEW NO. 65

A Popular Priced, Accurate, Durable, Well Designed Tool

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combines in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

The Furnace With More Selling Points

PILOT SUPERIOR PIPELESS

You have an advantage from the start, in selling the Pilot Superior Pipeless, because it has so many points in its favor that appeal to the prospective purchaser.

It is very convincing to point out in the Pilot Superior Pipeless: the deep, roomy ash-pit, correctly proportioned combustion chamber, the galvanized outer casing, the tin and asbestos-lined galvanized inner casing, the deep, wide cup joints and its many other superior features.

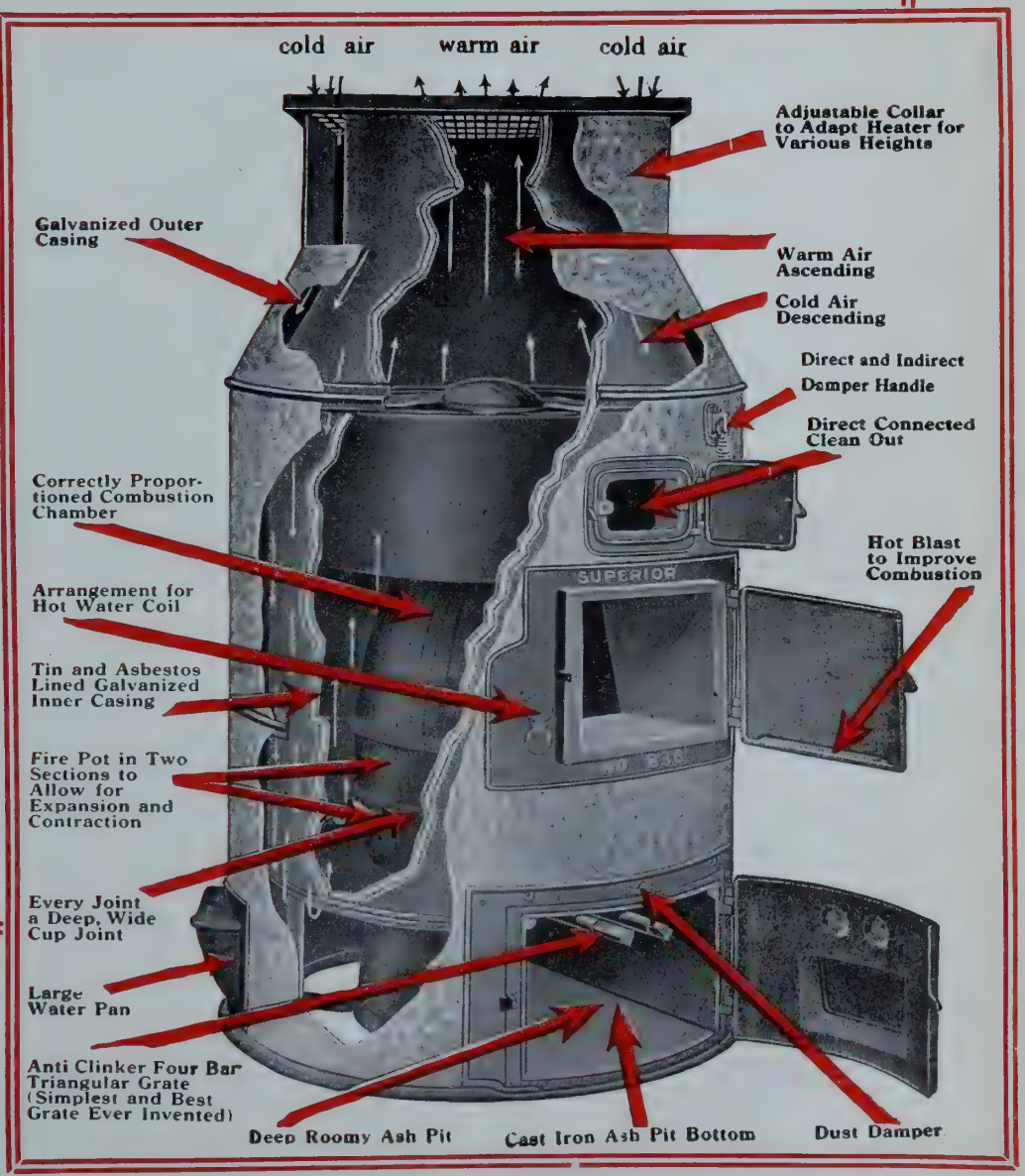
Write for literature to-day. Get the Pilot business as soon as possible.

The Hall Zryd Foundry Company Limited

Hespeler Ontario

Manufacturers of
Pilot Stoves, Ranges and Furnaces.

Western Branch
P.O. Box 687,
Winnipeg, Man.



Your Customer sees the whole transaction and is satisfied!

Here is the judgment of a merchant who knows.

He tells a big story in a few words, tells why there is always **Double Satisfaction** in every sale made with a

DAYTON HARDWARE SCALE

With the Dayton, both weights and price computations are open, visible, correct beyond question. When the customer leaves the store there is satisfaction and goodwill on both sides over an honest and even transaction.

The Dayton as a money-saver is unequalled by any other store equipment.

A conservative estimate of the average price of your goods would be two cents an ounce—but cut that in two. Experience demonstrates that the difference in weights between the old fashioned beam scale and the absolutely accurate Dayton average one ounce each. A low estimate of your savings in this one particular is $13 a month. You invest, let us say, $25 a month in a Dayton hardware scale. Where will you look for any other safe, sound investment that will pay you 50 PER CENT. PER MONTH without a penny of increased overhead?

A card will bring one of our representatives. A demonstration costs you nothing and entails no obligation.

INTERNATIONAL BUSINESS MACHINES CO. LIMITED.

FRANK E. MUTTON, Vice-President and General Manager. HEAD OFFICE and FACTORY—Royce and Campbell Aves., Toronto

For your convenience we have Service and Sales Offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 49 | THE MACLEAN PUBLISHING COMPANY, LIMITED | PUBLICATION OFFICE : TORONTO, CANADA | December 3, 1921

BETTER PAINT SALES?

The Answer To
This Question Is

TRADE
ELASTICA
MARK.

The Complete Paint & Varnish Line
That Sells and Satisfies

An old, old riddle this—of how to secure and hold a better paint and varnish business.

But it is not insolvable. Many of Canada's most successful hardware men have found the solution in the completeness, the quality and the well merited popularity of the Elastica line of Paint and Varnishes.

Elastica Products sell because they are consistently advertised to the consumer and the consumer regards them as the standard of merit and money value in the paint and varnish field.

Are you an Elastica dealer? If you are you already know the value of Elastica as a better paint sales producer. If you are not we invite you to investigate the Elastica Agency proposition because we believe it will also solve your problem of better paint and varnish sales.

May we send you all particulars?

"Save the surface and you save all" *Paint & Varnish*

INTERNATIONAL VARNISH CO. LIMITED.

TORONTO

Montreal, Winnipeg, Halifax, Vancouver

And Now—
THE SPIRIT OF CHRISTMAS

We are taking this opportunity to suggest to the trade the practicability of featuring Brown & Sharpe Machinists' Tools as Christmas Gifts. A part of your window showing these gifts appropriately will place them before your customer's mind and add to your Christmas sales.

These fine tools, in Morocco Cases, make an especially useful and attractive gift.

A complete stock of these fine tools where your customers will see them will add to your Christmas trade.

B·S
TRADE MARK

Brown & Sharpe Mfg. Co.

Providence, R. I.

U. S. A.

HOWLAND'S BULLETIN

78 Pages of Sensible, Suitable Gift Suggestions and Winter Lines.

The special Christmas number of "Howland's Bulletin" has already been mailed and all our customers should have their copy before now.

Let us glance through it and note some of the lines featured in this issue which may offer suggestions for your selling during the pre-Christmas season.

On the inside front cover is illustrated a Samson Hammer nicely done up in a holly box. This is no toy or woman's gift. It's a real man's hammer fully guaranteed and up to the Samson standard, but put up in an attractive style suitable for gift-giving. This line will help to make an attractive window display.

Among the other Christmas lines are:—
Community Silver Plate, including the new Grosvenor design. Rogers 1847 and other makes of Tableware. Eight pages are devoted to a good assortment of Pocket Knives. Pages 518-519 show English cased Carvers. There is also illustrated a fine range of Cut Glass, Pyrex, electric utensils, etc.; toys for the children, such as Kiddie Kars; winter sporting goods and the general winter lines—these and many other items are shown for quick reference in this number.

If you're in Ontario and are not receiving "Howland's Bulletin" regularly, write to-day.

H. S. Howland Sons & Co.,

Limited

Wholesale Hardware

Toronto

If interested tear out this page and place with letters to be answered.

UNIVERSAL

Don't Have a Vacuum in Your Cash Register Where a Profit Should Be

NATURE abhors a vacuum and buyers abhor vacuum bottles whose fillers break if looked at cross-eyed. Bottles with thin, fragile, unprotected fillers stand as much chance of surviving hard usage as a bird's egg under a road roller. Filling orders for fillers doesn't fill the till with profit. It means to make the Vacuum Bottle Department a Service Station—a place for replacements instead of sales.

REDUCE breakage risk to the irreducible minimum. That's exactly what you do in selling "Universal" Bottles. Goodness comes before cheapness in making "Universal" fillers. They are of even thickness; free from pits and blow holes, especially heat-treated for strength and toughness.

"UNIVERSAL" Patented Spacers prevent contact between the outer and inner glass walls. A Spring Steel Shock Absorber holds the filler securely in the case. A Water-Tight Gasket hugs the neck of the filler and prevents harmful vibration. These are protective features that really protect. There is no puff, bluff and piffle in making big claims for the quality of "Universal" Bottles. It is **there**—built in to stay in. There is quality in the glass, quality in the service guaranteed by the "Universal" trade mark.

Universal Vacuum Carafe No. 9822

Universal Vacuum Food Jar No. 712

Universal Vacuum Bottle No. 71

Universal Vacuum Bottle No. 91

Universal Vacuum Non-Breakable Bottle No. 41

Feature "Universal" Bottles, Carafes and Motor Sets during the holidays. Make quality sales produce quality profits.

LANDERS, FRARY & CLARK

New Britain, Conn.

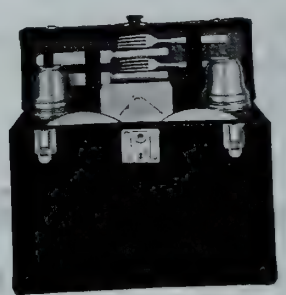
CANADIAN REPRESENTATIVES:

A. MACFARLANE & CO., Limited

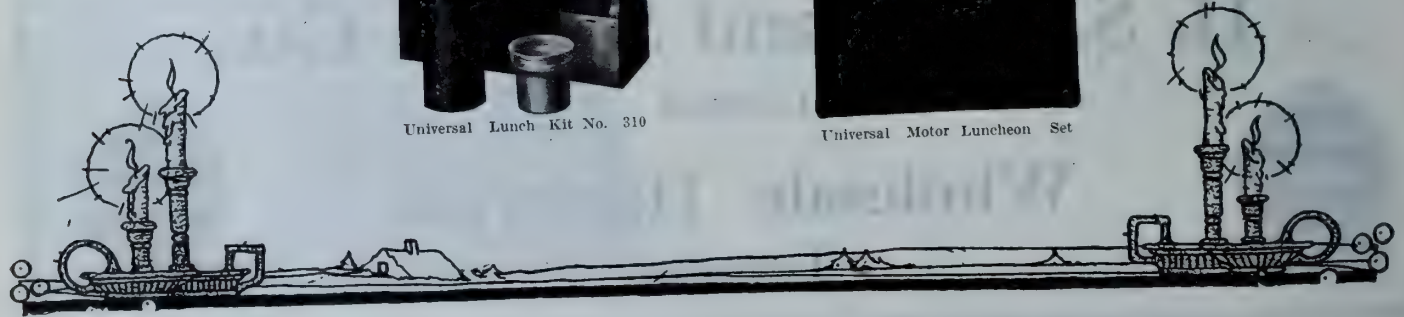
Montreal **Quebec**

Universal Vacuum Pitcher No. 9822

Universal Lunch Kit No. 310



Universal Motor Luncheon Set



If interested tear out this page and place with letters to be answered.

Sell Freedom from Ice and Snow

Ice and Snow cannot interfere with the reliable and easy working of Hatch Garage Door Outfits. Show your customers the advantage of being able, in any weather, to enter or leave the garage without delay. Who wants to shovel a lot of snow away to make room for doors to open, or stop to free moving parts from ice and snow?

With Hatch Garage Door Outfits

The doors slide easily out of the way and cannot blow or swing in the wind—and cause an expensive breakage of glass, headlights, windshield, etc.

Canada's total of motor cars still grows. Hardwaremen have assured business for Hatch Garage Door Outfits.

Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

CANADA

FOUNDRIES & FORGINGS

LIMITED

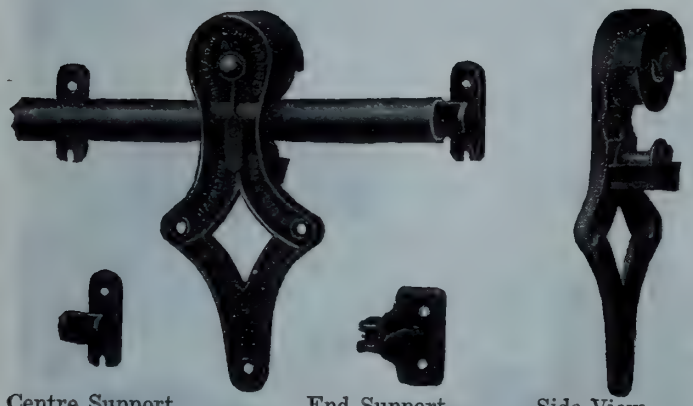
JAMES SMART PLANT

BROCKVILLE — CANADA

St. John Montreal Toronto Winnipeg Vancouver

If interested tear out this page and place with letters to be answered.

Dependable Hangers That Glide Easily and Surely Along the Tracks, and Have Distinguished Themselves as the Builders' Friends. Easiest of All to Erect.



Centre Support End Support Side View

"Reliable" Round

"Patented"

Track Door Hangers

The No. 1 and No. 2 Hangers are shown. These effective, "Reliable" Round Track Hangers are made of the best grade malleable iron frame, with upper and lower rollers. The upper roller has hardened steel bearings. The malleable iron frame is unbreakable and the upper and lower rollers prevent the hanger jumping the track.

S-B Hangers are the hangers to sell. In the coming months of winter, the hangers you sell will be severely tested. This means, in turn, that you, and your business judgment, and the reliability of your recommendations, will be tested.

Under these circumstances it is most gratifying to hardware merchants to sell S-B and know definitely that your customers' doors are sliding easily and properly.

N. Slater Company, Limited

Successors to Slater & Bernard, Limited

HAMILTON - CANADA

Representatives :

N. J. Dinnen, Winnipeg, Man.
T. Mortimer & Co., Toronto.
A. T. Chambers, Vancouver, B. C.
H. E. O. Bull, Montreal, Quebec.

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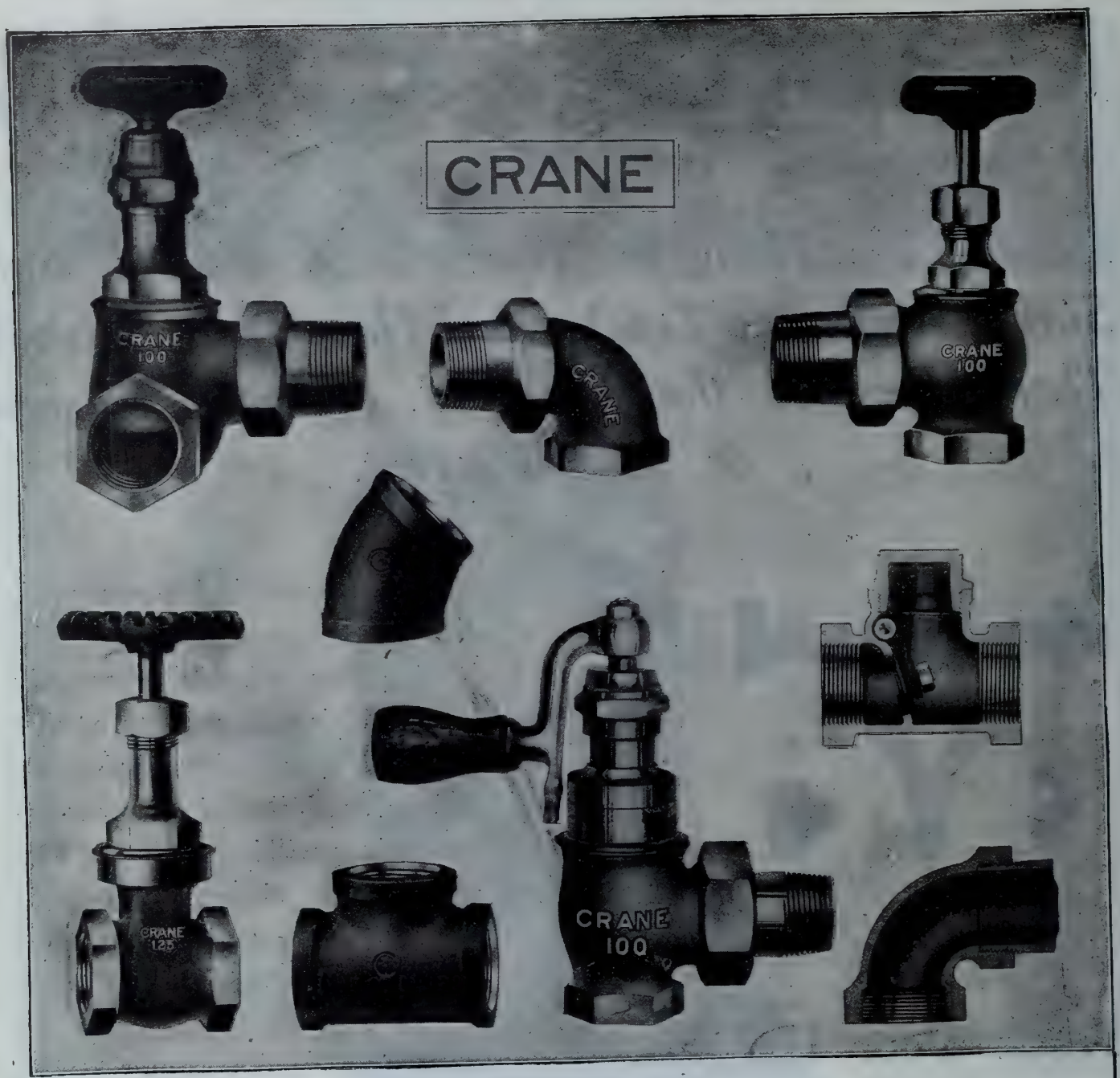


CRANE VALVES AND FITTINGS FOR HEATING AND VENTILATING

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe, Plumbing and Heating Supplies.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, VANCOUVER.

Sales Offices:
QUEBEC, SHERBROOKE, HAMILTON, VICTORIA. ST. JOHNS, LONDON.

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

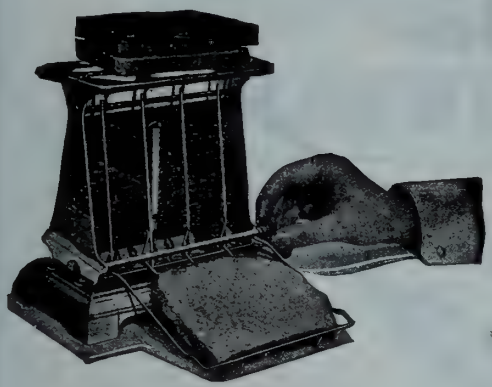
Sales Offices:
MANCHESTER, BIRMINGHAM. LEEDS, GLASGOW.

12

If interested tear out this page and place with letters to be answered.

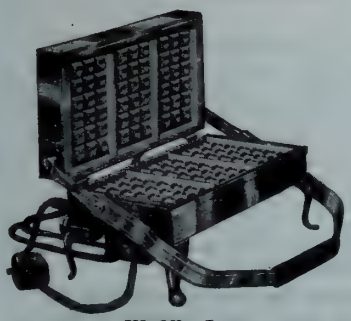
Westinghouse

Electric Household Appliances



Toaster Stove

Type "H" Iron



Waffle Iron

Percolator

HARDWARE dealers who handle Westinghouse Electric Heating Appliances know they can sell them with the confident assurance that the buyer will be fully satisfied with his purchase.

The line of Westinghouse Electric Ware includes Electric Irons, Toaster-Stoves, Turnover Toasters, Percolators, Chafing Dishes, Curling Irons, etc.

A recent addition to the line is the Westinghouse Waffle Iron. Its construction assures long and satisfactory service The griddles are cast aluminum and permit the baking of three waffles at one time. No grease is required on the griddles, therefore no smoke is created. It bakes the waffles in three minutes.

A special feature is the handle which raises and lowers the top griddle, and also permits easy carrying. The complete unit includes waffle-iron, tray, flexible cord and through switch.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg. MONTREAL, 285 Beaver Hall Hill OTTAWA, Ahearn & Soper, Ltd.
HALIFAX, 105 Hollis St. FT. WILLIAM, Cuthbertson Block WINNIPEG, 158 Portage Ave. E.
CALGARY, Canada Life Bldg. VANCOUVER, Bank of Ottawa Bldg. EDMONTON, 211 McLeod Bldg.

REPAIR SHOPS :

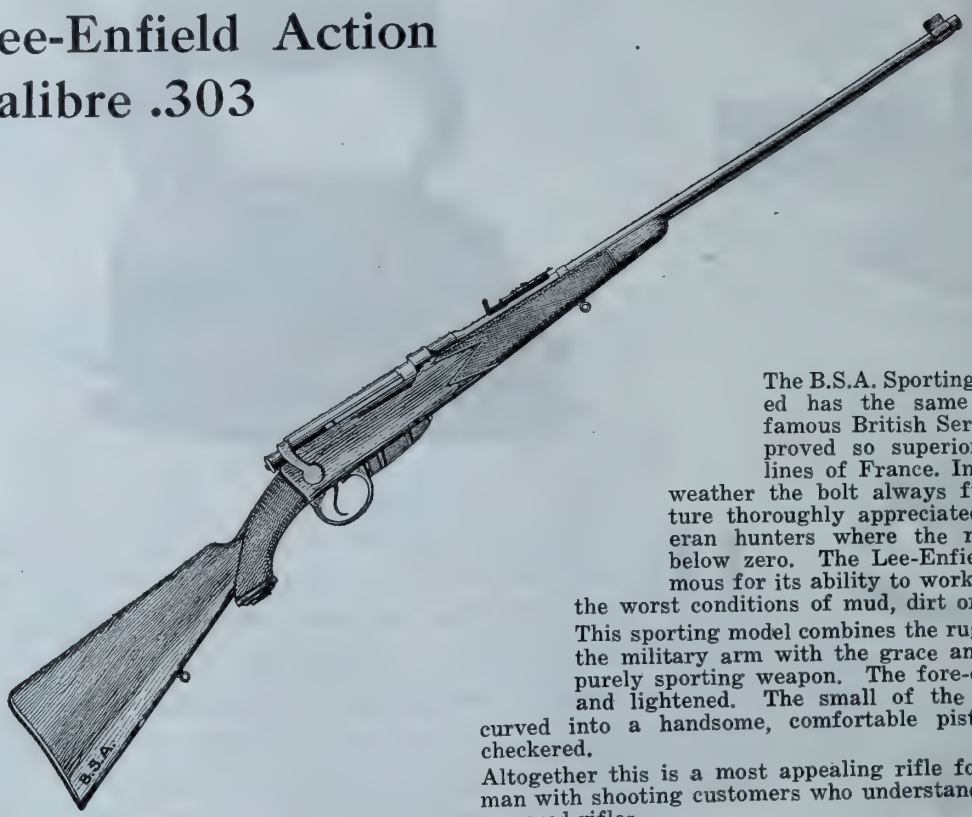
MONTREAL—113 Dagenais St. TORONTO—366 Adelaide St. W.
WINNIPEG—158 Portage Ave. E. VANCOUVER—1090 Mainland St. CALGARY—316 3rd Ave. E.

If interested tear out this page and place with letters to be answered.

B.S.A.

No. 4 Sporting Rifles

Lee-Enfield Action
Calibre .303



The B.S.A. Sporting Rifle illustrated has the same action as the famous British Service Rifle which proved so superior in the firing lines of France. In extremely cold weather the bolt always functions, a feature thoroughly appreciated by many veteran hunters where the mercury is well below zero. The Lee-Enfield action is famous for its ability to work smoothly under the worst conditions of mud, dirt or sand.

This sporting model combines the rugged strength of the military arm with the grace and beauty of the purely sporting weapon. The fore-end is shortened and lightened. The small of the stock has been curved into a handsome, comfortable pistol grip, neatly checkered.

Altogether this is a most appealing rifle for the hardwareman with shooting customers who understand and need high-powered rifles

Specifications:

LENGTH, over all 45 in.—WEIGHT, 7 lb.—BARREL, 25 in. Enfield Rifling—ACTION, Lee-Enfield bolt pattern with safety catch on left side—MAGAZINE, 5 or 10 shot—STOCK, walnut, shot-gun, sporting stock in half pistol grip, checkered—Length from trigger to end of stock 14¼ ins.—SIGHTS, Back 100 yards fixed, folding leaves 200 and 300 yards, tangent leaf 400 to 1,000 yards—Front, bead—All parts strictly interchangeable.

Birmingham Small Arms Co., Ltd., England

FRASER COMPANY

No. 10 Hospital St. **Montreal, Canada**

Production Equipment Company, Union Square, New York

In Stock at Montreal

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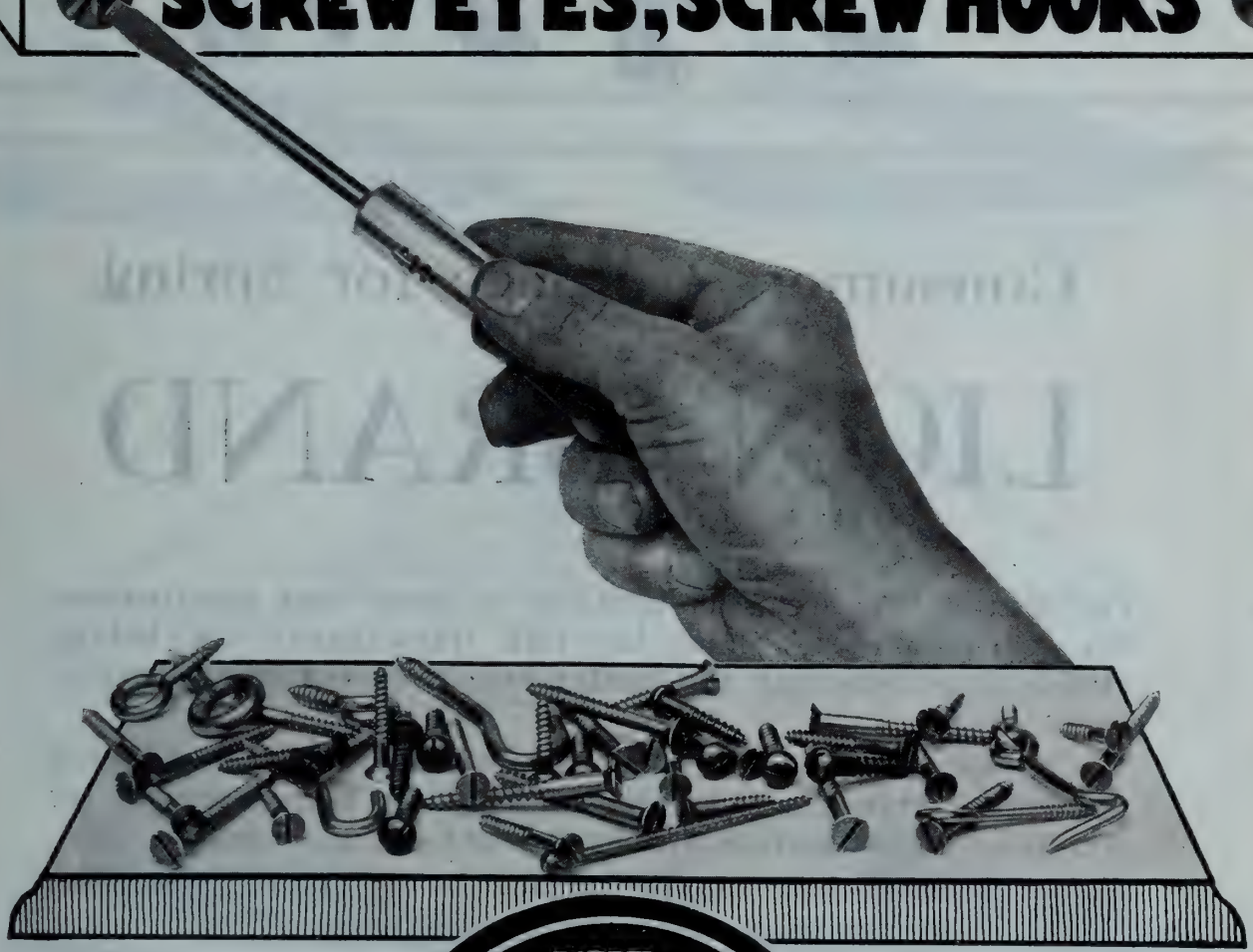
SCREWS

SCREW EYES, SCREW HOOKS



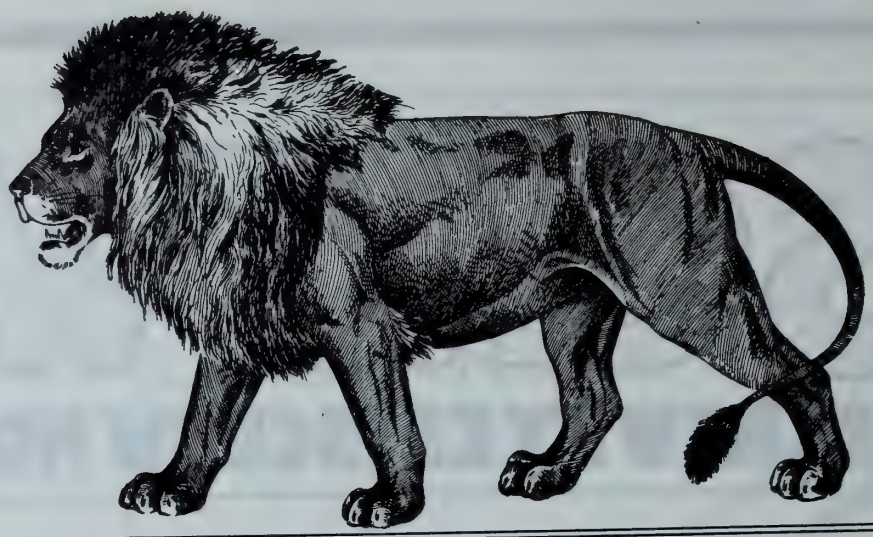
We manufacture all varieties of screws: Iron, Steel, Copper, Brass and Bronze Wood and Machine Screws.

THE STEEL COMPANY OF CANADA LIMITED

Finished bright, polished, blued, silvered, nickeled, coppered, tinned, bronzed, japanned, lacquered or galvanized.

HAMILTON MONTREAL

If interested tear out this page and place with letters to be answered.



Consumers Cordage for Spring

LION BRAND

Our distributors are close at hand. Let us know your requirements for navigation, tow lines, hay fork, transmission rope, baling, clothes lines, wrapping and binder twines, anchor and tarpaulin ropes.

We lay special stress on service. We have thirteen distributing points throughout the Dominion, making it as easy as possible for you to have good service anywhere from Coast to Coast.

For 95 years we have supplied the quality that assures satisfaction to your customers with consequent good business for you.

Consumers Cordage Company, Limited

Head Office: Montreal, Canada

Agents and Stocks:

Tees & Persse, Limited—Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, and Fort William.

Jas. Bisset & Co., Quebec.

MacGowan & Co., Vancouver

Established 1825

If interested tear out this page and place with letters to be answered.

I-XL RAZORS

GEO. WOSTENHOLM & SON, LTD.

SHEFFIELD, ENGLAND

No. 2000

PEERLESS

No. 1000

CONQUEROR

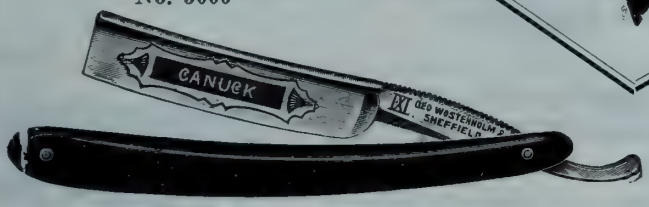
I-XL RAZORS

are made of the finest grade of Sheffield razor steel, by a selection of skilled workmen who pay most careful attention to the grinding and tempering. Each blade is carefully honed and tested before leaving the factory, and a written guarantee is placed in every box.

A merchant may build his reputation on the I-XL Brand, as it speaks for itself, creates satisfied customers, adds to the reputation of his business, and saves time and expense in making sales.

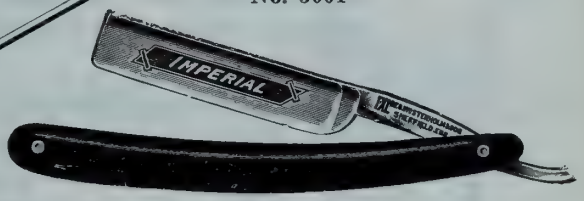
Write for our Booklet of Illustrations and Descriptions

No. 5000



CANUCK

No. 5001



IMPERIAL

A complete assortment of Wostenholm Cutlery may be had from any reliable wholesale house throughout Canada.

A. MACFARLANE & CO., LTD.

MONTREAL, QUE.

Sole Agents for Canada

The New PYREX 50

FIFTY new numbers in PYREX. Think of it! Fifty original, beautiful designs in moulded sunshine. Everyone a practical, useful oven and table dish with which to fascinate the eye and mind of all womankind. No matter how complete your present stock of

PYREX

TRANSPARENT OVENWARE

—no matter how many pieces you have sold, here is an opportunity for increased business with new trade and an entirely new turnover with your regular trade.

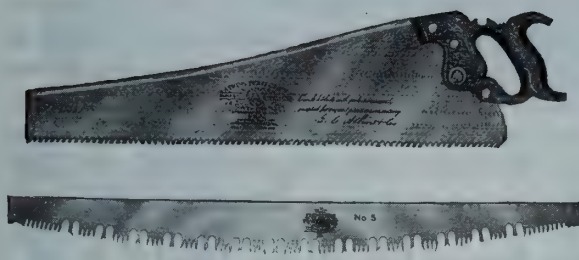
A red, white and blue zebra in your window could not attract half as much attention as the new PYREX 50. Now ready for delivery.

Send for illustrations and prices. Ask for the New PYREX window trim.

Pyrex Sales Division
CORNING GLASS WORKS
Originators and Patentees of Transparent Ovenware
707 Tioga Avenue, Corning, N.Y.

If interested tear out this page and place with letters to be answered.

ATKINS
STERLING QUALITY SAWS



Profit by selling Atkins Sterling Quality Saws and Tools.

The two-way taper of our hand saws, the segment grinding of our cross-cut saws, coupled with the quality of our Sterling Quality Steel and our expert workmanship, make Atkins Sterling Quality Saws

"The Finest on Earth"

The expert mechanics to-day are demanding Atkins Saws and Tools. Can you supply them?

Made in Canada

E. C. ATKINS & CO.

Established 1857

"The Sterling Quality Saw People"

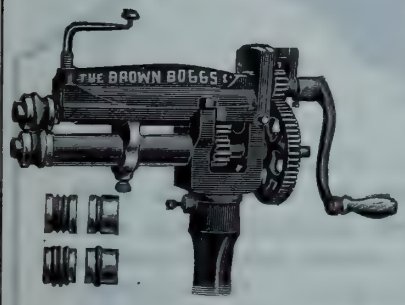
Factory: HAMILTON, ONTARIO **Branch: VANCOUVER, B. C.**

Circular Shear

B B Co Ltd.

More Profit From The Same Shop

8-ft. Steel Brake



No. 3 Beader

Write to-day for a catalogue of Brown Boggs Sheet Metal Working Tools. If you are not already using them it is probable that you will see ways to save time and money, and ways to make more money in the shop you now have.

Brown Boggs Sheet Metal Working Tools will definitely increase your production, with a lower production cost, resulting in greater annual net profit.

Foot Squaring Shear

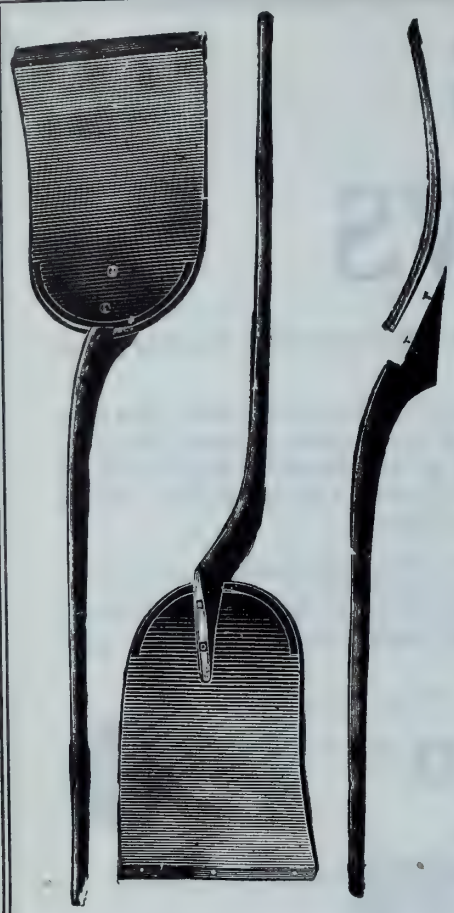
The Brown, Boggs Company, Limited

HAMILTON — ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery.

If interested tear out this page and place with letters to be answered.



How Is Your Stock?

VICTOR

Improved Wood Snow Shovel

VICTOR Snow Shovels should be in your store **now.** VICTOR Shovels are not merely a snow shovel, for farmers and stablemen, they are all-the-year-round shovels that never damage the floors of stables and barns as steel shovels do. VICTOR Shovels are good for either Western or Eastern men. Their strength stands any climate. Blades are made broad or narrow, in several sizes. Children's sizes are plain or painted red. VICTOR Shovels are oiled to prevent snow sticking to the blade.

Get Sorted Up—Order Now!

Victor Industrial Co., Reg'd., Quebec.

RICHARDSON & BUREAU

MONTREAL

Sole Selling Representatives

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.

PHILADELPHIA, PA.

If interested tear out this page and place with letters to be answered.

"Buster Brown"

A Proven Business Builder

The "Buster Brown" built up the Express Wagon business in Canada. It has proven that it will make sales and profits for merchants.

Try your jobber first; if he is sold out, then write us direct. Your orders and inquiries will receive careful, prompt attention.

No. 2

A Noted Salesmaker

The Woodstock Wagon & Mfg. Co., Ltd., Woodstock, Ont.

Special Representatives: Bissett & Webb, Winnipeg; D. Smith, Calgary; Fred C. Myers, Vancouver; Louis Duhamel, 245 Stewart St., Ottawa.
Maritime Representative: A. W. Cope, St. Lamberts, Que.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

True Economy

Stack Heater

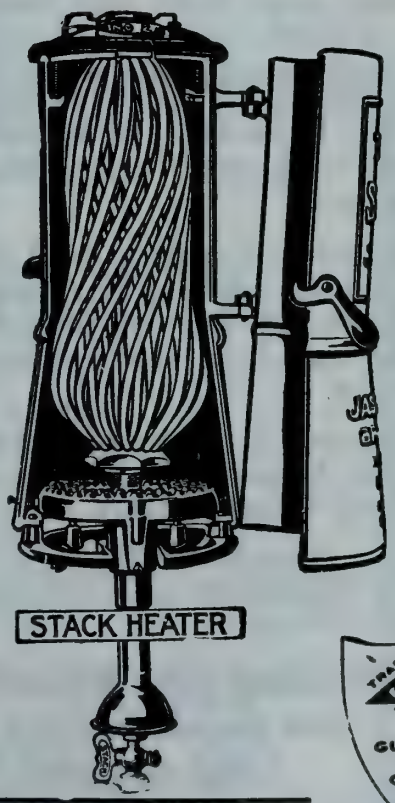
The Stack Gas Water Heater will heat water in one minute.

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

Take notice of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

More hot water with smaller consumption of gas—that's true economy.

Send for a Stack Heater Display Card



The James Morrison Brass Mfg. Co. Limited

93-97 Adelaide Street West, Toronto, Ontario

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

If interested tear out this page and place with letters to be answered.

Showing No. 850 Cabinet 50 Tools.

STANLEY TOOLS IN CABINETS BOXES SETS

OF highest importance to every Dealer is the news that Stanley Tools are now sold in Cabinets, Boxes and Sets.

These range in list price from $7.50 to $95.00, and contain from six to fifty Stanley Tools.

Every **farm, shop, office** and **household** needs one of these Stanley Assortments.

National Advertising is all lined up to interest millions of consumers in this Stanley line—to bring them to **your** store for a Stanley Cabinet, Box or Set.

Cooperate in this energetic campaign —the biggest step forward in tool selling for many years.

Place your initial order at once—for the Christmas profits. Write us for folders R121 illustrating the entire line. Dealer Helps now ready.

THE STANLEY RULE & LEVEL PLANT.
THE STANLEY WORKS
NEW BRITAIN, CONN. U.S.A.

Canadian Representative

A. MacFARLANE & CO., Coristine Building

MONTREAL

Files get dull more quickly than most tools and cannot be re-sharpened.

We are constantly impressing on file users in our advertising the importance of prompt replacement of worn files.

Our five brands are already accepted as the standard.

Established consumer demand and a perishable tool—here is a profitable combination for the dealer.

Order one of these brands from your jobber:

Kearney and Foot
Great Western
American
Arcade
Globe

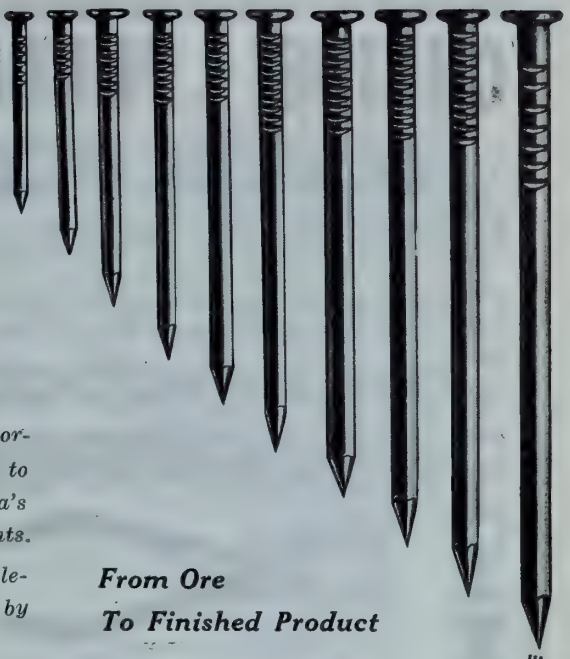
Made in Canada by

Nicholson File Company

Port Hope - Ontario

If interested tear out this page and place with letters to be answered.

"Straight to the Point"—
They Clinch and Hold Business
DOMSTEEL
Wire Nails



Straight, uniform nails of every pattern are made by the same organization whose ability and resourcefulness have enabled it to produce two million tons of railroad rails for service under Canada's rigorous climatic conditions and severe transportation requirements.

We also manufacture "Domsteel" Felt Roofing Nails and the celebrated Pender Coated Box Nails. Pender Nails have been hailed by box makers for years as the best coated box nail made.

Complete Stocks at Montreal, St. John, N.B., and Sydney, N.S.

From Ore
To Finished Product

Dominion Iron & Steel Company Limited
Subsidiary of
British Empire Steel Corporation Limited

General Sales Office : 120 St. James St., Montreal. Stocks : Sydney, N.S., St. John N.B. and Montreal.

QuikwerK TOOLS

Cold Cutter Hot Cutter

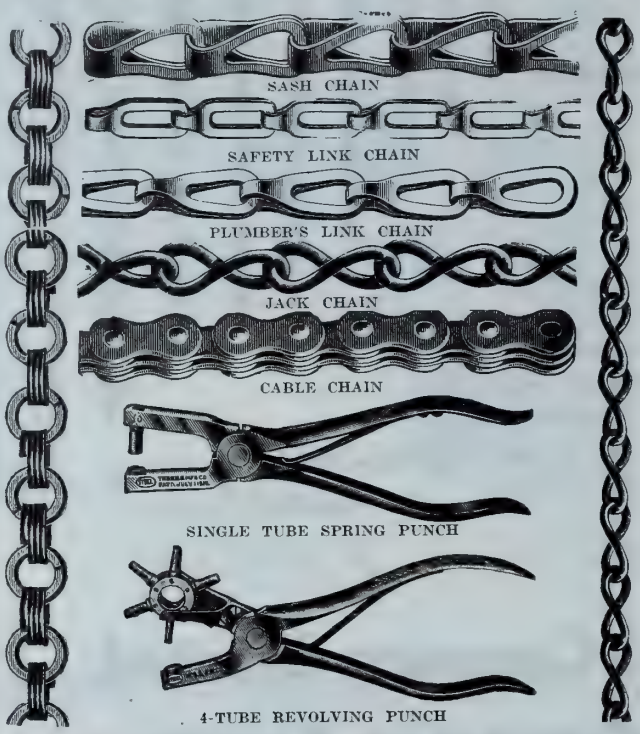
Blacksmith Tools

BLACKSMITHS have come to rely on Quikwerk Tools, because they can be depended on indefinitely for sturdy quality and constant, heavy service. They're **always** made of the same uniform excellent steel, with heads heat-treated by our special process, so that they neither mushroom nor spall.

Tell your Jobber you want QUIKWERK Tools

THE WARREN TOOL & FORGE CO.
234 GRISWOLD ST. WARREN, O.

CHAINS AND PUNCHES



THE SMITH & EGGE MFG. CO.
Bridgeport, Conn.
"ORIGINATORS OF SASH CHAIN"

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Geo. J. B. Ramsden & Co., St. Thomas
Quebec and Maritime Provinces Representatives:
John R. Anderson, 36-38 St. Dizier St., Montreal.

TEAM WORK

Do you favor individual or team work? If you carry Williams' lines of Superior Drop-Forged Clamps, do you also handle Williams' "Vulcan" Drop-Forged Lathe Dogs, or vice versa?

You've undoubtedly noticed how one good tool sells another. How a customer who knows one line of a manufacturer's product favorably through actual use, is always ready to accept some other article of the same brand. He knows its worth.

Team work counts. Hitch up Williams' Dogs with Williams' Clamps and both will pull more efficiently for increased sales. Each is good, but both are better. They make a powerful, willing team. Catalogue on request.

J. H. WILLIAMS & CO., Limited

"The Drop-Forging People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

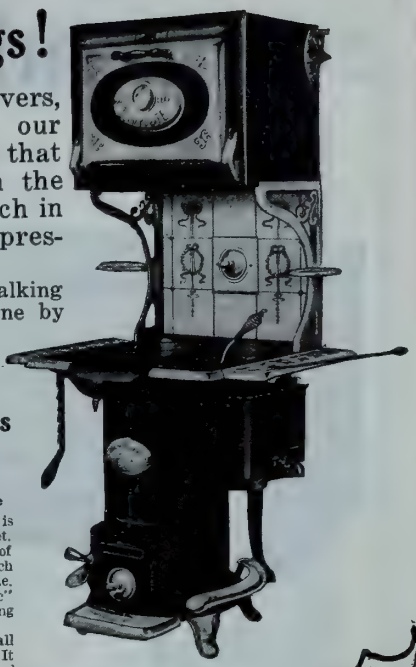
30 Thorold Road St. Catharines, Ontario

If interested tear out this page and place with letters to be answered.

Put Stoves in the Stockings!

SINCE the time when we were little shavers, most of us looked for "something" in our stocking at Christmas time. It is a habit that we don't outgrow quickly. And although the actual stockings of the grown-ups are not much in evidence on Christmas Eve, yet Christmas presents are always welcome.

And in this age of sensible gifts when everybody is talking about "improving the home"—you will be right in line by suggesting to your clients that some member of the Maple Leaf line will be a greatly welcomed addition to any household at Christmas time.



Boost all the time--from now on--for Maple Leafs for Christmas

Maple Leaf Falcon

A steel range with all the modern attachments and appliances that the housekeeper appreciates in a kitchen range. Beautiful in design and made in several different styles. The Falcon will back up any claim that you can make.

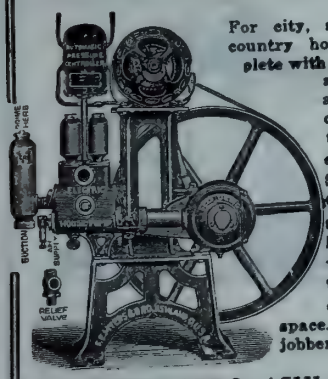
Maple Leaf Composite

This range is unique—there is nothing like it on the market. There never will be, because of its patented flue system which makes the high oven possible. It is the peer of all "Quebec" heating, cooking and baking ranges. It occupies only small floor space. It has all the modern attachments. It burns all kinds of fuel and every woman who buys one will help you sell others.

BEACH FOUNDRY LIMITED

Head Office and Factory: Ottawa, Can.
Branches in Winnipeg and Vancouver

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS &BRO., ASHLAND, Ohio

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON

High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

If interested tear out this page and place with letters to be answered.

Bread and Cake Boxes

These handsome Cake and Bread Boxes may be had singly or in combination sets, as shown. They are attractively japanned in French Grey and White with a roller cover. Neatly lettered in gilt.

Full Particulars on Request.

In addition to our general Catalogue, we shall be glad to supply literature on—

Stoves	Enamel Ware
Ranges	Japanned Ware
Wire Goods	Milk Cans
Steel Castings	Galvanizing

The Thos. Davidson Mfg. Co. Limited

Head Office - Montreal

Toronto - Winnipeg

DAVIDSON

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?

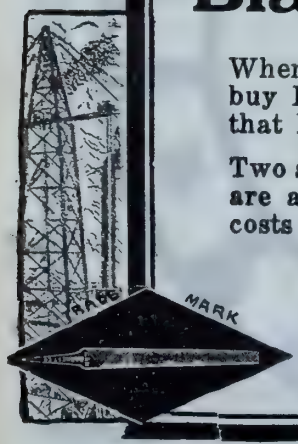
USE **MENDETS**

A PATENT PATCH

Extra money, additional profit is welcomed by everybody. Do you know that Mendets are selling by the millions of boxes? Do you know that you have only to put a display package on your counter and they'll sell while you're busy? You might as well have this extra profit coming in.

COLLETTE MFG. COMPANY - COLLINGWOOD, ONT.

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

TRADE MARK Red Devil Tools

"Red Devil" Easel Board No. 950

A profitable sales producer.

YOU can interest every mechanic, electrician, householder and motorist with this display of popular "Red Devil" Slip Joint Pliers. Put it to work for you in your show case or window, and watch your Sales go up. No selling expense—no attention required.

Each easel board contains 9 slip joint pliers, neatly mounted—balance of 15 pliers unmounted are for your stock. It enables you to have a complete stock of slip joint pliers without overstocking yourself.

Put in a trial "Red Devil" Easel Board Assortment No. 950 and see how quickly the tools move. They will prove to you how you will profit by stocking other "Red Devil" Tools and open up the way to more business for you.

Write to-day for literature and trade prices.

Smith & Hemenway Company, Inc.

Manufacturers of "Red Devil" Tools

89 Coit Street, Irvington, N. J.

"MONITOR"

Coal Oil Brazing Lamp

Stoves, Blow Lamps and Furnaces

Very strongly made of Polished Brass. An efficient and powerful Lamp for Brazing, and similar operations on a big scale. Burner of improved type, giving a clean, blue flame covering a large surface. Portable and easily handled, can be used in any position with safety. Burns coal oil, 30% hotter and much cleaner than gasoline, can be used for pre-heating for oxy-welding.

The Standard Meter Company, Limited

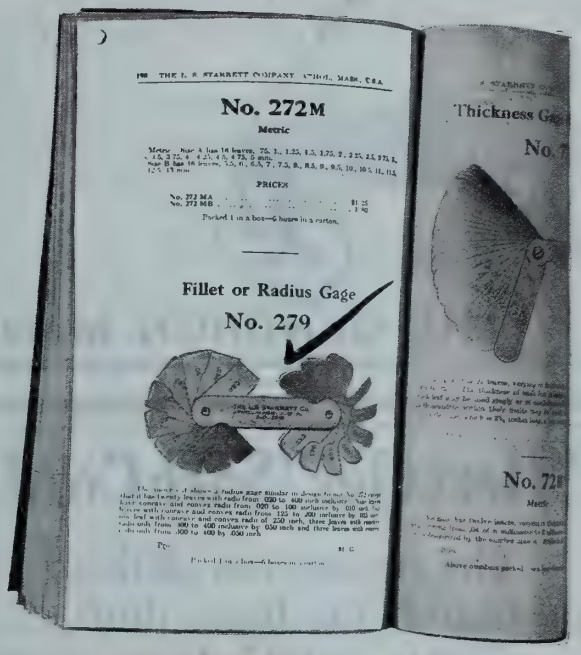
TORONTO, CANADA

AGENTS:

Manitoba and West:
Frederic Sara & Co.,
Calgary, Alta.

Ontario and East:
A. G. & A. L. Brown & Co.,
207 St. James St.
Montreal, Que.

New Tools You Should Know



Fillet or Radius Gage No. 279

A very useful tool for readily gaging in thousandths of an inch the radii of fillets, corners, etc., ranging from .020 to .400 inch inclusive. Similar in design to Starrett No. 272 and No. 178 gages which, respectively, indicate radii by 64ths, from 1-32 inch to 1-4 inch, and from 1-32 inch to 17-64 inch, inclusive. A full description, with illustration, of this gage No. 279 is given on page 198 in the new Starrett Catalog No. 22 "MA". Copies of this catalog will be gladly supplied to the trade and for distribution. Write for them—also get the Starrett booklet—"The Tools Mechanics Buy."

The L. S. Starrett Company

The World's Greatest Toolmakers
Manufacturers of Hack Saws
Unexcelled
Athol, Mass.

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D" ?

THE GENDRON MANUFACTURING CO. LIMITED

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

Wellworth Aluminum

IN HOLLY BOXES

Tea Pots
Tea Kettles
Double Boilers
Roast Pans

ORDER NOW FOR THE CHRISTMAS TRADE

Aluminum Tea Pots
All Shapes and Sizes

WENTWORTH MFG. CO.

Hamilton - Canada

Aluminum Roasters
Round and Oval

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

If interested tear out this page and place with letters to be answered.

Made-in-Galt Products

Galt Exposition Arouses Enthusiasm

Week's Demonstration of Made in Galt Products Proves Big Education Feature Among Local Interests—Visitors from Distant Points—Unexcelled Facilities for Industrial Development

WITH THE creditable idea in mind of stimulating local enthusiasm for local products, progressive manufacturers of Galt, Ontario, co-operated in the arrangement of a "Made In Galt Exposition" which was held from November 12-19 inclusive. The plan was successful beyond all expectation and its influence spread over a wide radius in Western Ontario, drawing interested visitors from such cities as Toronto, Hamilton, Brantford, Guelph, London, Montreal and Quebec.

The manufacturers of Galt conceived the idea in order to boost Galt as a manufacturing city as well as to popularize locally made goods. The movement was initiated in large part by Colonel A. J. Oliver, R. McDougall Company, but the exposition was carried on under the direction of C. A. Webster of Galt. Every day and night while the affair was in progress large crowds were in attendance. It is estimated that the attendance averaged up to 3,200 a night, and great interest was displayed in the seventy-one exhibits arranged by local manufacturers. In some cases three or four booths were occupied by one manufacturer.

Special attractions in the form of music and entertainment were provided and a dance was held each night. The revenue raised from the fifteen cent admission to the exposition and from the dancing, was handed over to local charities. In order to get the affair away to a good start, a street parade was held each evening, headed by a local band.

Wide Publicity

The crowds which visited the exposition from various parts of Western Ontario came largely as a result of the wide publicity given the affair. Mention of the dates of the affair and reproductions of the city's coat of arms were spread broadcast on letterheads used by Galt manufacturers, and distributed in hotel rotundas, on street cars and trains.

Word of the success of the affair spread so rapidly in Western Ontario that it is said there were representatives of Chambers of Commerce of nearby cities in attendance to obtain pointers for guidance in planning such exhibitions. A feature was the naming of the various days of the fair as an added incentive for record attendances. For instance there was "Retailer's Day" and Lades' Day," etc.

Local officials of the "Made in Galt Exposition" were as follows:— Colonel A. J. Oliver, R. McDougall Co., President; T. H. Watson, Canadian Machinery Corp., Vice-President; Beverly Neill, Canadian Machinery Corp., Secretary; George A. Dobbie, Stauffer Dobbie, Ltd. and Newlands, Ltd., Treasurer. The Executive Committee consisted of the following: H. C. McLaughlin, McCaskey Systems, Ltd.; R. W. Roelofson, Galt Machine Screw Co.; Chas. Turnbull, C. Turnbull, Ltd.; W. S. Fallon, Getty and Scott, Ltd.; Geo. Fisher, Canadian Brass, Ltd.; G. P. Stuart, Sheldons, Ltd.; G. E. Gardiner, P. W. Gardiner Co.; A. R. Goldie, Goldie McCulloch Co., Ltd.

Advantages of Galt

Galt manufacturers have always been very proud of their city and very jealous of the splendid industrial advantages which it offers. The Exposition served to stimulate this regard among both citizens and manufacturers. A few points in connection with Galt, as seen by Hardware and Metal when attending the exposition, will be outlined herewith.

There is no question but that the city of Galt represents the development of a highly picturesque, most orderly and prosperous industrial centre. The growth of the city has been steady with a clear-cut purpose behind all local public movements from which have developed utilities in every way creditable to the community.

Galt is admirably located, right in the

One of Galt's industrial sections. View taken from the elevation on Rose Street, showing factories and mills. Cement walks, clean boulevards and good roadways on every street. Buildings of stone, brick and cement.

Made-in-Galt Products

Main Street, Looking East From Water Street.

heart of the richest part of Western Ontario and served by Niagara electric power. It is on the main line of the Canadian Pacific Railway, Chicago to Montreal route, and on the G. T. R. north and south branch from Lake Ontario to Lake Huron. In addition Galt is the centre of a network of electric radials which bring it into very close touch with other Western Ontario centres. Soon the publicly-owned system known as the Hydro Radial will have lodgment in Galt which will make the city an electric hub with two ports one on Lake Erie and the other on Lake Ontario. Switching facilities throughout the industrial section are provided to aid distribution of manufactured products.

Educational Features

From an educational standpoint Galt holds a high place, and this is always an important feature of the industrial success of any city. This city has five public schools, a separate school, a collegiate institute and a technical school and business college. From the standpoint of social activities the citizens are well taken care of. The city's community is enriched by organizations that collectively minister to all the elements of her population. Sporting and club facilities abound for all classes of the community. No mechanic employed in Galt can truthfully say that recreation and entertainment are not open to him after work hours. The city is the product largely of the wage earner and she treats him accordingly.

The general prosperity of Galt is reflected in its numerous sites of handsome homes amid picturesque surroundings. These are maintained by home lovers who take pride in their properties. With manufacturing industries clustered on the lower levels of the city the homes on the hills present an urban appearance seldom seen in a manufacturing centre.

Business Organizations

Business associations exist for the concentration of business interests of every nature. The retail merchants have their association in affiliation with the Dominion organization and which is supported by every business house in the city. The local Board of Trade is very active, the Motor League is a wide-awake organization.

The completion of negotiations for the acquirement of the G. T. R. by the Canadian National Railways places Galt manufacturers in an unexcelled position respecting freight shipments, particularly to Western Canada. The West and also Northern Ontario are big markets for Galt products, to say nothing of the possibilities in all other directions. Added to inland traansportation facilities possessed by Galt, the advantage of two lake ports, one on Lake Ontario 27 miles distant and one on Lake Erie 50 miles distant, it will be acknowledged that Galt manufacturers are well placed to reach consuming fields.

MONTREAL WILL HOUSE FRENCH EXHIBITION

Montreal.—The French Exhibition train completed its tour of the Dominion last week, and upon arrival in Montreal samples of the many French wares were transferred to the museum of the Ecole des Hauter Etudes Commerciales, Place Viger, where plans for a continuation of the exhibition are now under way in this building. These samples, along with others which will shortly arrive from France will be displayed and ready for inspection around December 1st, continuing until some time in February next.

One of Galt's many attractive residential streets where every house owner takes a personal pride in the appearance of his home.

Made-in-Galt Products

Exhibit of GTD Galt Products

The great crowds who were afforded the privilege of visiting the "Made-in-Galt" exhibit, held in Galt during the week of November 12th, enjoyed the opportunity of viewing this complete line of Taps, Dies and Screw Plates manufactured in Galt, Canada, by the Greenfield Tap & Die Corporation.

This excellent, well-laid-out exhibit, appealed particularly to the many machinists and other workmen who were in evidence at every session of the exhibition. The "Acorn" Die, Gun Tap, Screw Plates (Little Giant, O.K. and Button Dies), Taps, Dies, Gauges, etc., figured prominently in the exhibit. It can truly be said that these, as well as many others of the extensive GTD lines, brought forth favorable comment by all who saw them.

A Suggestion: Hardware dealers who wish to make their windows and interior displays attract attention from the many good prospects for these lines, in the community they serve, will do well to take careful note of the display as illustrated. You can use it to good advantage in making many more sales of G.T.D. goods.

GREENFIELD TAP AND DIE CORPORATION
OF CANADA, LIMITED GALT, ONTARIO

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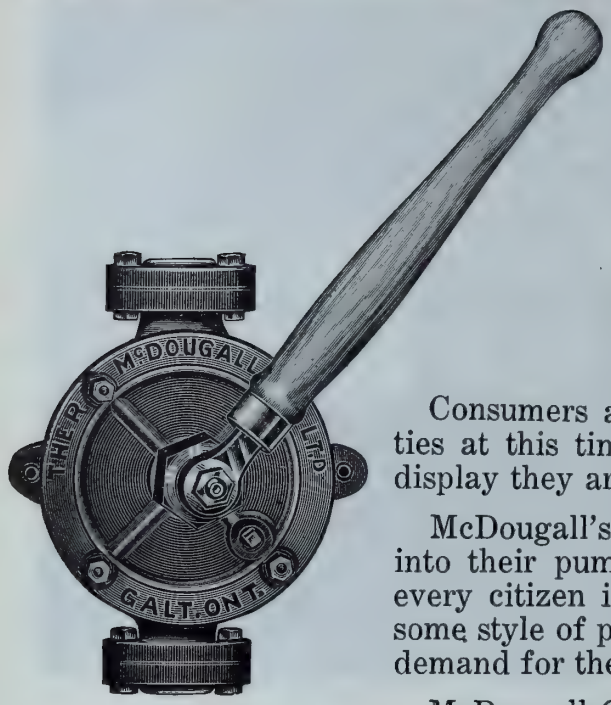
Made-in-Galt Products



McDougall

"Built for Service"

PUMPS

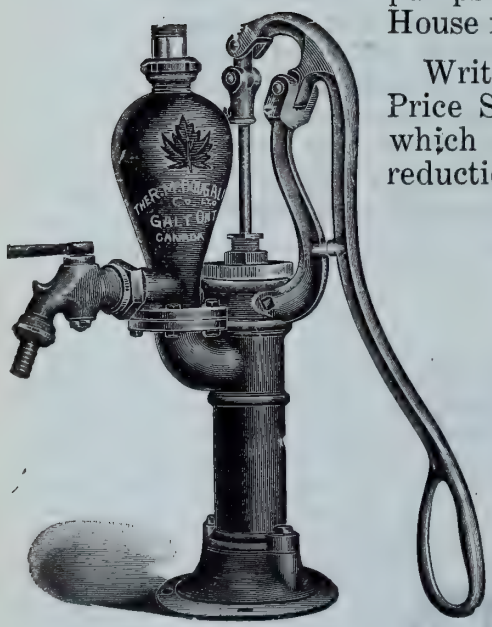
Consumers are demanding only necessities at this time and where they are on display they are bound to attract attention.

McDougall's have been building quality into their pumps for forty years and as every citizen is out of necessity a user of some style of pump there is an ever present demand for them.

McDougall Quality is known all over the Dominion and the pumps are very attractively finished, making them an ornament in any home.

We carry a complete line of low duty pumps in stock, deep well, House electric, House force, Cistern and power pumps.

Write for general catalogue and new Price Sheet No. 36, dated October 1st, in which we have made a very substantial reduction on all lines.



The R. McDougall Co., Limited

Galt Ontario Canada

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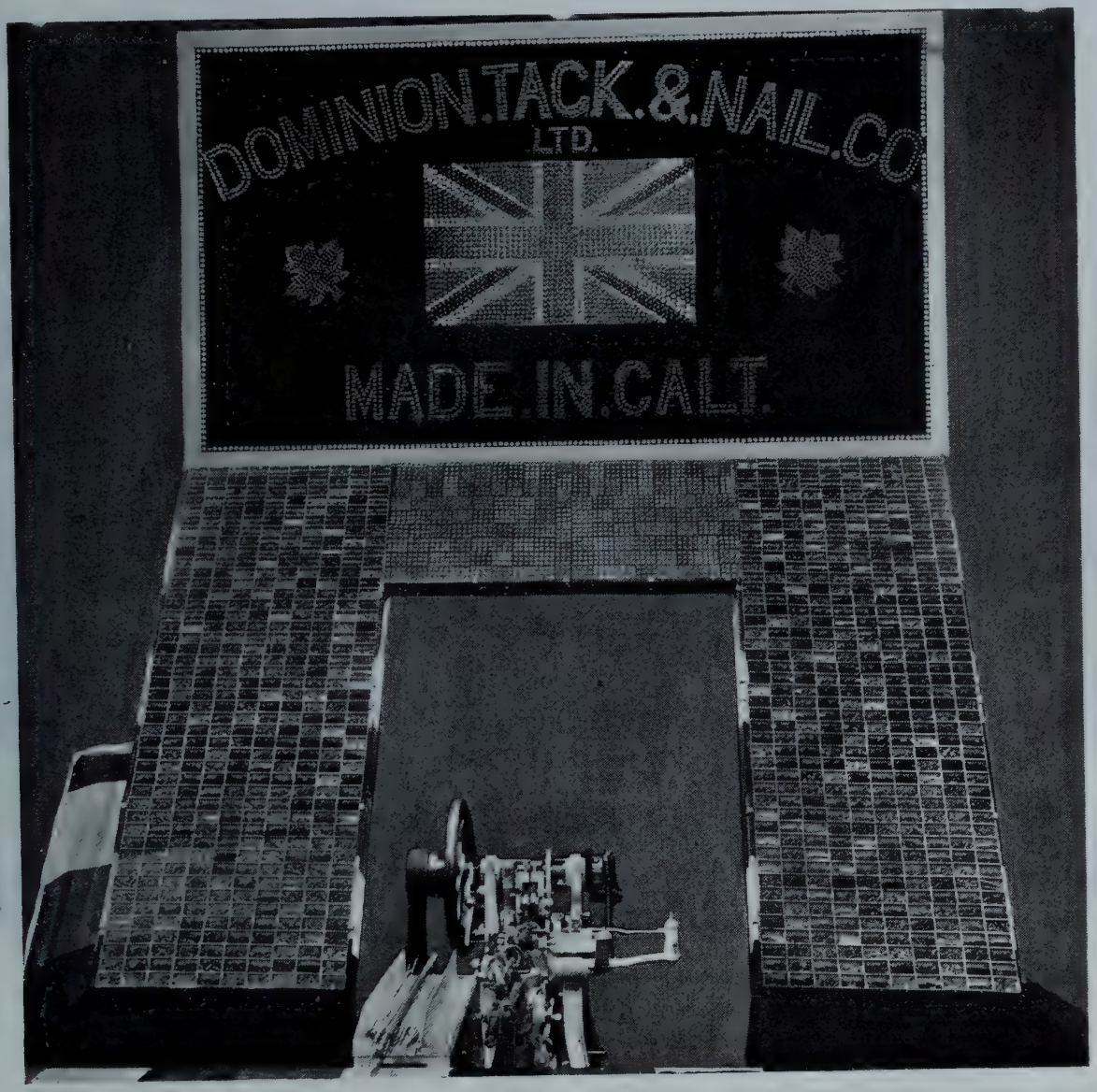
Made-in-Galt Products



Largest variety of Tacks and Small Nails ever exhibited in North America.

Dominion Tack & Nail Co's Exhibit

This remarkable exhibit offered an exceptionally instructive and profitable opportunity to the many merchants who attended the Made-in-Galt Exhibition.

It was an opportunity to compare one's stock in the store with the complete line.
The novel feature of the exhibit was its artistic arrangement in the form of an arch—almost royal in its proportions. Small boxes, behind plate glass, formed the basis of this display, while the Flag and Maple leaves, made up entirely of Canada's Metaline Upholsterer's Nails, added greatly to its effect.
In the arch were all kinds of cut tacks, thumb tacks, drawer glides, clinch buttons, all kinds of shoe tacks carpet tacks, trunk tacks and trunk nails, etc.
Altogether it was an exhibit of great interest, that was much appreciated by visitors, and will serve to remind many buyers, when ordering, that Dominion Tacks and Nails are made in Galt by the

Dominion Tack & Nail Company, Limited

Galt - Canada

If interested tear out this page and place with letters to be answered.

Made-in-Galt Products

A Helpful Stove and Heater Showing

Merchants who visited the Made-in-Galt Exhibition were especially rewarded for their attendance by the Galt Stove & Furnace Co., Limited, exhibit. Here were shown a most interesting and practical display of the Galt line of Stoves and Furnaces.

Of particular interest, now that so many rural people are discarding other forms of heating for the pipeless furnace, was the heating section of the exhibit.

The Banner Pipeless proved the great favorite with the crowds that it deserves to be. The Quebec Heaters, with the oven, warming closet, etc., seemed to many like an old friend grown more useful and prosperous.

Altogether the Galt Stove & Furnace Co., Limited, exhibit, left a very pleasant impression on all who saw it. Many consumers will apply their appreciation of this line's advantages by an early purchase at their local dealer's store.

The Galt Stove and Furnace Co.,

Limited

Galt, Ontario

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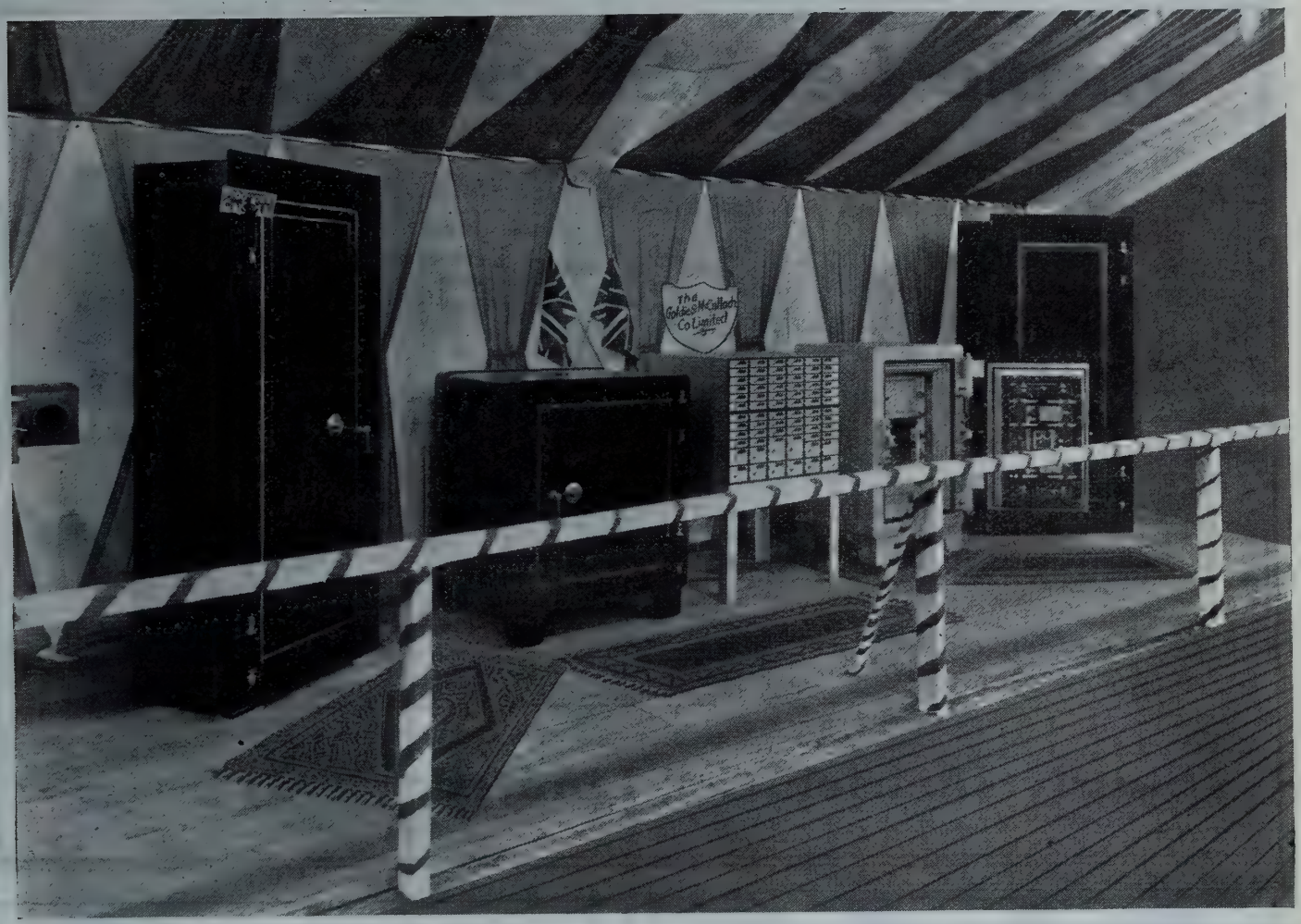
Made-in-Galt Products



An Interesting Exhibit

By Goldie & McCulloch Co., Limited

The illustration shows the Safe end (only) of the Goldie & McCulloch exhibit. To the left of the above, and occupying a frontage of 32 feet, was a most interesting exhibit of Power Plant equipment.

Much interest was shown in the Safe exhibit, which featured the sturdy construction, strong heavy walls and the many ingenious devices for frustrating the attacks of both fire and burglars. To even the casual observer among the thousands who visited the Made-in-Galt Exposition, it could readily be seen that the splendid reputation so long held by G. & McC. Safes must have been built solely on merit.

G. & McC. Safes and Vault Doors have kept their contents intact through all of Canada's big fires for forty years.

Ask for Catalog No. H-32.

THE GOLDIE & McCULLOCH COMPANY, LIMITED

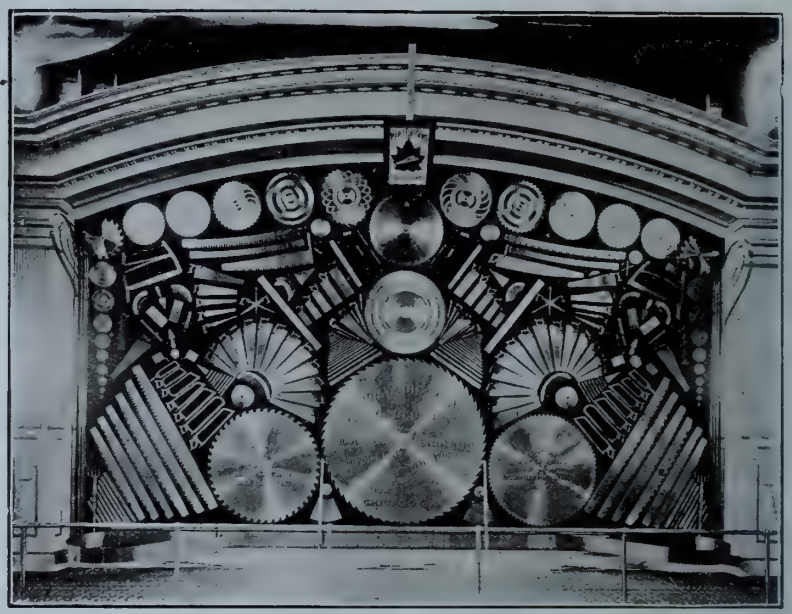
Head Office and Works: Galt, Ontario, Canada

Toronto Office: 1101-2 Bank of Hamilton Bldg. Western Branch Office: 248 McDermott Ave., Winnipeg, Man. Maritime Provinces: E. L. Stailing, Roy Bldg., Halifax, N.S. B.C. Agent: C. L. Ford, 569 Richards St., Vancouver, B.C. Quebec Agents: Ross & Greig, 400 St. James St., Montreal, Que.

Made-in-Galt Products

Maple Leaf Saws

The Proven Best



Manufactured By

Shurly Dietrich Co., Limited, Galt, Ontario

The Katie Foundry, Galt, Ontario

K-T COBBLERS SETS

In these days of high priced shoes and repairs, K-T Cobbler Sets are sold quicker than ever in the hardware store.

The K-T Cobbler Set is designed with sufficient strength in the proper place to do the heaviest repairing. It weighs 12 lbs. If one breaks in service we will replace it.

It is made in Canada, with Canadian money by Canadian workmen.

When Writing to Advertisers Kindly Mention This Paper

***Now* is the Time to Buy—don't wait**

Consult these Advertising Pages

Our Advertisers will *save* you Money—buy now

GOOD PROFITS IN THESE

PNEUMATIC TANKS

FOR FARM WATER SYSTEMS

EVERY FARMER NEEDS ONE OF THESE TANKS

First-Class in every respect Welded throughout and tested thoroughly before leaving our factory

Listen, Hardwaremen! We can supply you with this tank, for you to complete with your own pump and fittings, or we can sell you the complete outfit at a discount that will net you a *good profit.* Shipped direct to your customer from our factory. We believe we are the only firm selling these lines through the Hardware trade. *We want your orders —write us for full information re prices, terms, etc.*

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada

Laidlaw's Wire Boys

Their Chat No. 7

Beating Imported Wire

"You know that brush man in Toronto who thought Canadian Wire was no good, W.N.? Well, you couldn't get him away from Laidlaw's wire now with a National truck—he's in love with the service we gave him and says that our special wire service beats the U.S. idea all hollow."

"Guess, B.T., that's why the Laidlaw people have such a hold in Canada on the special wire trade.

"Well, I'm right out after the factory trade for 1922.—Here goes."

Laidlaw Bale Tie Co. Ltd.
Hamilton - - Canada

PREMAX HOUSE NUMBERS

A common requirement of the Postal Department for carrier delivery in any community, is a clear, legible house number. You can make this an important item of your business.

The Premax Line of Embossed Metal Letters, Figures and House Numbers—Aluminum and Brass—is a most complete line. It comprises a wide range of sizes and finishes and assures ample stocks always.

Folder 14 gives full information.
Ask for it.

Niagara Metal Stamping Corporation

Division N **Niagara Falls, N.Y.**

Makers of the Premax Line of Hardware Specialties

Sales Representatives:

Western Canada—D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.

Eastern Canada—R. R. Labelle, 404 De St. Valier St., Montreal, Que.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
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GANANOQUE, ONTARIO

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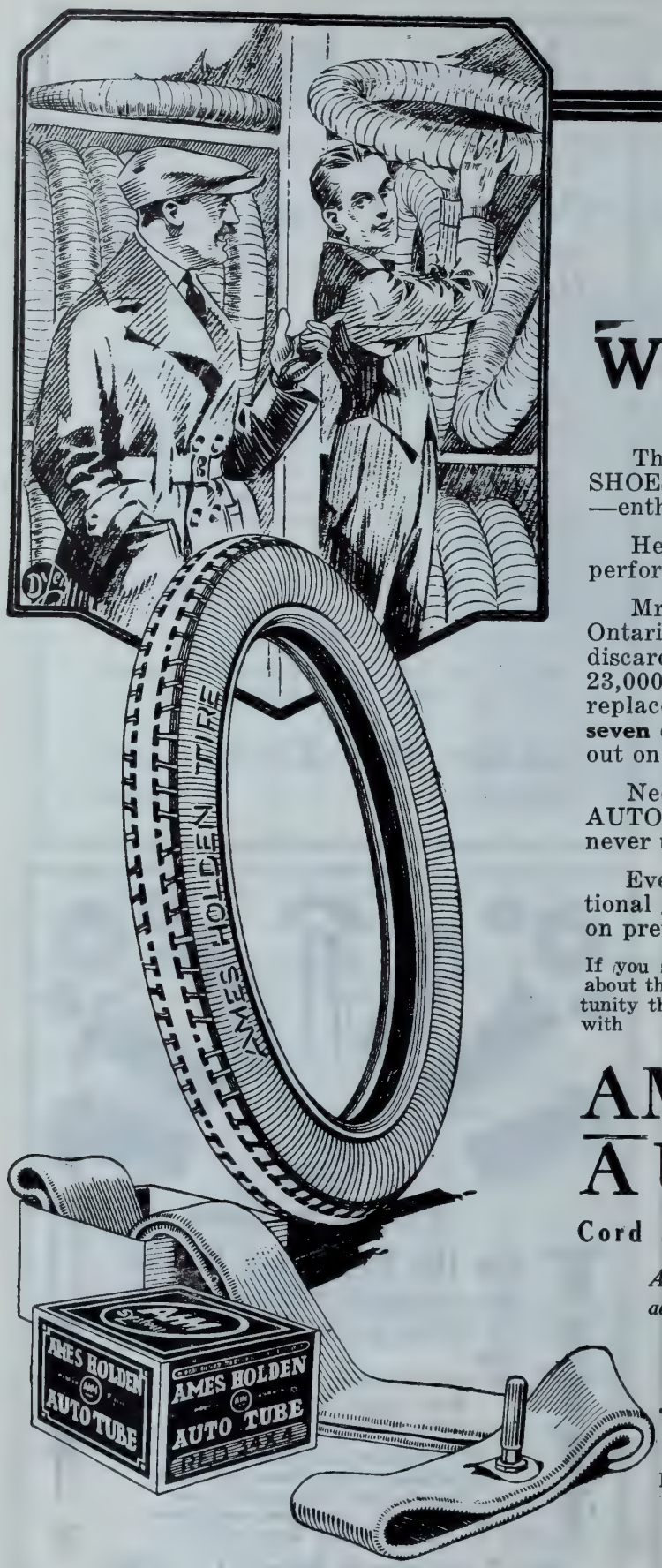

AHM System

23,000 Miles Without A Blowout

The best advertising for Ames Holden AUTO-SHOES is the remarkable mileage they are giving —enthusiastic users are the best salesmen.

Here is a typical example of AUTO-SHOE performance:

Mr. H. Parker, Carroll Street, Ingersoll, Ontario, who operates a taxi service, has recently discarded two AUTO-SHOES which travelled 23,000 miles before they were worn enough to be replaced. While using these AUTO-SHOES, **seven** other well-known makes of tires were worn out on the same car.

Needless to say, Mr. Parker is convinced that AUTO-SHOES "cost less per mile" and he will never use any other tires in future.

Every AUTO-SHOE is sold with an unconditional guarantee of "a satisfied customer"—based on previous tire experience.

If you sell tires, ask our nearest Sales Office to tell you about the unusual Ames Holden dealer policy and the opportunity there is in your district to do a bigger tire business with

AMES HOLDEN AUTO-SHOES

Cord and Fabric Tires made in all Standard Sizes

Ames Holden "Grey Sox" and "Red Sox" Tubes add to the mileage given by AUTO-SHOES

AMES HOLDEN McCREADY LIMITED

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, London, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Vancouver.

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The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. DECEMBER 3, 1921 No. 49

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The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.

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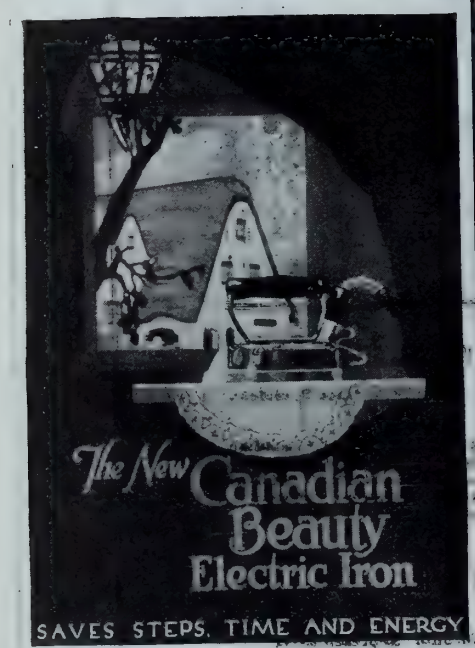
Dress Up For An *ELECTRICAL* Christmas

THE attractive window is the only one that will win attention during this Christmas season. People will be out searching high and low for Christmas gift suggestions. They are going to give preference to sensible, practical gifts, too. Therefore, we suggest that you make bright Christmas Gift Displays of

Canadian Beauty Electrical Appliances

They certainly ARE practical and their undoubted quality shines right out in the beautifully resplendent finish of each article. The Canadian Beauty line of electric irons, toasters, grills, toaster stoves, Majestic heaters, percolators, etc., will make up displays that will grace your window and satisfy your most exacting customer. Write us for the three Canadian Beauty window cards in colors to help in your window dressing.

But make sure that your stock is large enough to give good choice. Look it over, now. Write or wire no stocking order. It will be shipped promptly.



This is One

of our three window cards. Write for a set to-day if you haven't already got them.

Renfrew Electric Products,
Limited
Renfrew, Ont., Canada

TORONTO OFFICE: 29 Richmond Street, West.
WINNIPEG OFFICE: 803 Lindsay Building.

The New Canadian Beauty Electrical Appliances

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII DECEMBER 3, 1921. No. 49

Tire Companies' Statements Set At Rest Many Ominous Rumors Re Hardware Trade

Hardware Retailers Much Incensed Over Alleged Uncertain Attitude of Tire Companies Toward Them as Distributors—Air Has Been Cleared by Statements Showing New Policy of Distribution —Retail Hardware Trade to Be Encouraged in Tire Selling

For some time there have been ominous rumblings of discontent among the hardware trade concerning the alleged uncertain attitude of a number of tire manufacturers toward them as a medium of distribution. This sentiment was reaching great lengths and threatened to bring forth much heated discussion at forthcoming hardware conventions as result of which the attitude of the hardware trade would have been more clearly demonstrated.

However, within the past few days the air has been considerably cleared as result of statements made to Hardware and Metal by leading officials of the various tire manufacturers concerned. Some of these statements appeared in last week's issue and others are given herewith. These indicate that while the tire manufacturers have found it advisable to make some changes in distribution policy, they have a full appreciation of the value of the retail hardware merchant as a salesman of their product and there is no intention of eliminating him as a medium of distribution.

It would indeed be a short-sighted policy which would eliminate the retail hardware merchant as a means of distributing tires. This branch of trade is highly important as a medium of marketing and when rumors got abroad that the tire manufacturers were to adopt an unfavorable attitude, it did not take long for many retailers to commence reaching out toward new sources of supply, and only the quick action of these tire companies in coming out with a definite statement of policy has averted the disaffection of many retailers for their products.

DISCUSSING reports which have been current in the hardware trade to the effect that certain Canadian tire manufacturers were considering the elimination of wholesalers and of the retail hardware trade in connection with the distribution of tires, C. N. Candee, President of Gutta Percha & Rubber, Limited, Toronto, stated to Hardware and Metal that various hardware firms throughout the country were listed among their best customers and that no endeavor was being made to eliminate them or any others in connection with the sale of tires or other products of that Company. Mr. Candee stated that, owing to conditions which have arisen in the industry, it was found necessary to devise methods by which all avoidable expense in distribution as between the producer and the consumer might be eliminated. The Company maintains fifteen branches, extending across the continent, at which stocks of tires, tubes, and accessories are carried for the purpose of giving proper service to hardware dealers and other merchants handling its product, and any modification of policy in the distribution of its goods which may have been made was the result of changed conditions, and not with any intention on its part to eliminate any class of dealers, as has been hinted at in the trade.

Dunlop Co. Eliminates Wholesalers

Discussing with Hardware and Metal the recent developments among tire manufacturers, Colonel Paul R. Hanson, Montreal divisonal manager Dunlop Tire Co., stated that this firm were definitely eliminating wholesalers in the distribution of their tires. They would be affected considerably by this ruling in the marketing of their goods but owing to prevailing prices it was impossible to protect the jobbers with the 15 per cent. commission formerly given. The prevailing market on raw materials was outlined, it being shown that certain firms were still using 52-cent rubber in the manufacture of tires whereas the prevailing market price is about 21 cents. He stated that due notice had been given wholesalers concerning this change of policy.

Referring to reports that retail hardware merchants might be eliminated, Col. Hanson stated that this firm considered the hardware store to-day to be much ahead of the average garage man, particularly from a credit standpoint and they would by no means be eliminated in the sale of tires. In future this firm will use their fifteen branches for distribution and sell direct to the trade whether it be garage, hardware store or other retail distributor.

Better Service Through Branches

Speaking for the Ames, Holden, McCready company, Mr. Youngblood stated that in future this company will also eliminate the wholesaler as a distributor of tires. He gave it as his reason that this course would enable the giving of better service from the firm's own distributing centres. He agreed that there would be a saving in costs but stated that this was by no means the chief reason for making the change.

"Competition is very keen in tires, and will be perhaps more so from now on," said he. "Service, then, is what will count and if we feel confident that we can serve the consumer better through our own established centres, we feel that we will have accomplished not only a saving in money, but will benefit through more goodwill. It is not a case of eliminating the hardware trade," he said. "If the hardware retailer continues to prove a good live outlet for our products in any town, he will still be a distributor, and should be given the preference over the garage man in

the same town, if the latter does not appear as good an outlet."

The maintenance of prices was said to be an important factor, and must be taken into consideration by the manufacturers in the ensuing year. During the past season there was too little maintenance of price and in many cases the hardware merchant was the guilty party, although the garage man was equally responsible in many localities. In future their sales would be taken care of through the different branches and each branch manager would take the responsibility of selling what he considered the best outlet in each town, maintenance of prices and service to be taken into consideration at each place.

Hardware Trade is Important

The garage man, in Mr. Youngblood's opinion, was the proper outlet, as in most cases he was in the position to give better service, although unfortunately on the whole they would have to become better established. In saying this, however, he wanted it made clear that they had no hard feelings towards the hardware trade, and they realize that the hardware store offered an important channel in distribution, and would continue to do so as far as they were concerned.

J. R. Rudolph, Tire Sales Manager of Dominion Rubber System, Montreal, said they were little interested in the hardware trade from the jobber's point of view as they already sold their output through their own distribution stations. As far as the retailer was concerned he was of the same opinion as the other firms, namely, that he was a very important factor, and certainly should not be eliminated from the selling of tires. Although certain tire firms he said, had changed their selling policy he had no doubt that jobbing houses could still obtain their supplies from other manufacturers and he showed a list, secured by their different branch managers, showing the different tire jobbing houses throughout the country that were on the list for tires for the coming season. He said he did not know what tires they were selling but certainly they would be a prominent factor in the market for next season. Up until a year ago this firm had two jobbing houses on their list, but to-day these are cut off their list and all sales will be carried on direct.

In last week's issue of Hardware and Metal H. C. Lower, General Sales Manager, Goodyear Tire & Rubber Co., Toronto, was quoted as stating that the alleged elimination of wholesalers in the distribution of tires was something which would be of interest only to companies which did not maintain their own distributing branches as does the Goodyear Company. He pointed out that there was no attempt to eliminate the retail hardware trade from distributing tires and that many hardware merchants were among their list of selected dealers.

An official of one of the other tire companies pointed out that the decision to eliminate wholesalers was due entirely to the fact that the current recession brings values to such a point that manufacturers cannot afford to give the jobbers a discount. The new prices, it was said, did not allow manufacturers to quote prices to jobbers without entailing direct losses. There was said to be no attempt to eliminate retail hardware merchants from selling tires.

Montreal Export Club Elects Officers

Under Presidency of F. R. Whittall, A. R. Whittall Can. Co., Montreal Club Enters Upon Program for Development of Export Trade

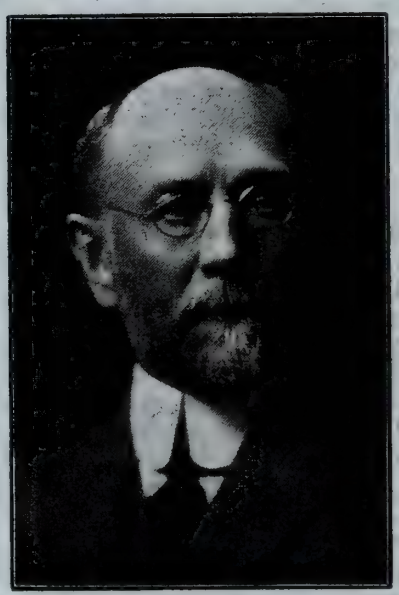
MONTREAL.—The Export Club of Montreal and district was forma'ly inaugurated at a meeting to which about one hundred business men gathered together, including members of the Canadian Manufacturers' Association which has promoted the organization, and others interested.

F. R. Whittall of the A. R. Whittall Can Co., Ltd., occupied the chair and first called upon A ex. Marsha l, of Toronto, secretary-treasurer of the National Export Clubs in affiliation with the C. M. A. Mr. Marsha'l told of the organisation of the Toronto, Hamilton and other branches, and the advantages of these clubs. H. R. Pousette, director of the intelligence department of the Department of Trade and Commerce followed Mr. Marshall, and stated the formation of these clubs was a step in the right direction and should be supported by not only exporters, but by the Department of Trade and Commerce. The various stages of export trade were outlined as applicable to Canada in the past few years, and the opinion emphasized that export business is a science, not to be learned in a day. Such points as correspondence, marking, packing and documentation were also taken up.

The meeting then received and adopted a resolution approving of the steps that had a ready been taken by the organization committee in drawing up a constitution and slate of officers, and formally approved of the establishment of the Export Club of Montreal and district.

Officers Elected

T. P. Howard was elected honorary president by acclamation. Other officers are as follows: President, F. R. Whittall, A. R. Whittall Can Co.; first vice-president, Kenneth Dawes, National Breweries Ltd; second vice-president, J. A. Lapres, Canada Cement Co.; executive, S. Gettus, Steel Co. of Canada; D. R. Arnold, Canadian Car & Foundry Co.; V. G. Bartram, Canada Electric Company; G. R. Benarriel, Canadian Consolidated Rubber Co.; R. W. Ashcroft, Ames-Holden-McCready, Ltd.; W. C. Trotter, Standard Clay Products Co.; A. D. Huff, Riordon Pulp & Paper Company; W. S. McLennan, Brandram-Henderson Limited; H. Clark, W. Clark Limited; J. Bruce Payne, Canadian Grown Tobacco Co.; A. S. Ginger, Howard Smith Paper Mills; A. C. Moore, Lake of the Woods Milling Company; and R. W. Gould, C. M. A. secretary-treasurer.



C. N. CANDEE

President Gutta Percha and Rubber Ltd., Toronto, whose statement to Hardware and Metal setting forth the position of this company in regard to the change of policy in connection with tire distribution, is outlined herewith.

U. S. CONGRESSMEN STUDYING CANADIAN SALES TAX

Montreal.—Between 85 and 90 American Congressional members are visiting Montreal this week to study the working of the sales tax as well as other special taxes imposed in Canada in connection with the cost of the war.

The Board of Trade has placed at their disposal its committee rooms and the services of its staff, also its information bureau. The board also prepared a brief resume of the application of the sales tax, which the guests particularly desired to study, together with a description of the turnover tax, which the Board advocated, but which was not adopted. The party will proceed to Ottawa from Montreal.

TRAVELERS TO DINE

The Dominion Travelers' Association have decided to hold their annual banquet at the Windsor hotel, Montreal, on Thursday, December 22nd.

The interest of children in the toy stock of the hardware store can be secured chiefly through the medium of the window display. The merchant whose window display of toys is shown herewith believes in showing a sufficiently wide range of toys appealing both to boys and girls, that toys is shown herewith believes in showing a sufficiently bought. Price cards are an important feature in the toy display as children who purchase such lines have limited means and want to know where they can purchase the article which most appeals to them, at the minimum price.

Stimulating Xmas Interest In Toys

Educational and Constructive Toys Mostly Selected by Parents—Wide Range of Stock Necessary to Attract Children—Making the Hardware Store Santa Claus Headquarters—Planning the Christmas Parade

THE PRE—CHRISTMAS season offers splendid opportunities for developing many valuable connections through the medium of the toy department. While the sale of toys in hardware stores is no longer regarded as a strictly Christmas feature, it is nevertheless a fact, that it is much easier to stimulate trade in this line under the urge of Santa Claus traditions. It should be kept in mind that connections established with the children of today means many lasting connections throughout many years in which their requirements will be many and varied.

Plans for securing toy trade at this time of year represent many varied ideas, as applied by hardware merchants. In many cases a Santa Claus parade is held chiefly with the idea of stimulating early interest in Christmas gifts and toys. Such a demonstration should be accompanied by the utmost support of the display windows and advertisements. A point should be made to have in stock something that is of benefit and interest to every child, and then take steps to encourage children to the store. This is

accomplished in one Maritime hardware store by giving the children certain liberties in connection with the toy department. They are encouraged to come to the store and look over and handle the various lines shown, and it is found that many kiddies take advantage of this very frequently, after school hours. Oftentimes they bring parents along, so a double advantage accrues. The importance of this factor is seen in the experience of the department stores which set aside special playrooms for children. These are generally located in the toy department, and by the time the parent returns from shopping, the child has got its mind set upon some toy it has seen and it is then a difficult matter for the parent to get away without making a purchase.

A Prospect List

A good way in which to secure a good list of prospects for toys is to announce the arrival of Santa Claus in town on a certain date and then suggest that the children write to him stating their wants. These letters are sent in care of the hardware store which advertises the coming visit of the patron saint, and many letters will be forthcoming because parents will not wish to give confirmation to any disbelief which the children may entertain in regard to the reality of Santa Claus, by disallowing them to write.

In order to establish a solid claim to toy business it is necessary for the merchant to display them to a certain extent throughout the other seasons of the year

though not so conspicuously as at Christmas. To back up this effort, a wide range of toys must be kept on hand as children have a tendency to buy toys in the store which offers the biggest selection to take their interest. It is generally found that even though a child will go to the store to buy a certain toy, yet it will display a keen interest in all the other toys shown and if there is not much selection in one store it will go to another where its desires may be satisfied.

Santa Claus' Headquarters

One hardware merchant sends out letters finished in red and green to a lists of prospects, encouraging them to shop for Christmas gifts at his store. By this means the children have come to look upon his store as Santa Claus' headquarters and the children bring along their parents who become prospects for the purchase of gift lines.

One means of accomplishing this end is to send letters to children in the district. These letters are ostensibly from the North Pole and signed by Santa Claus. They are designed with the idea of encouraging an answer telling what gift they desire, and pointing out that some samples have been left with the ————hardware store. The date and hour is then given when Santa Claus will be present in person at the hardware store and requesting that the children be on hand to see how Santa arrives and to look over the complete stock of toys which he has to distribute on Christmas Eve.

Educational Toys Wanted

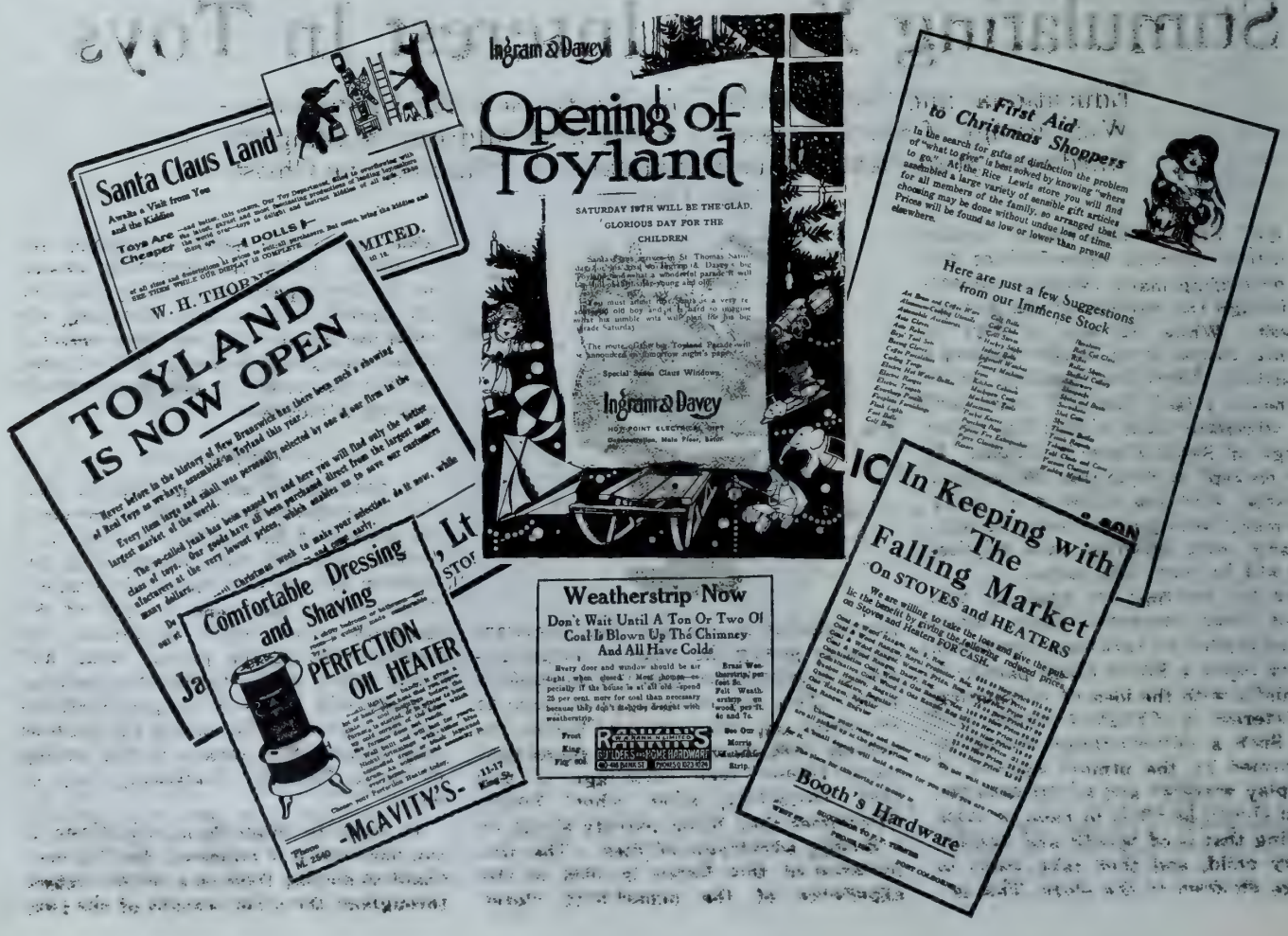
Educational and constructive toys are making a strong appeal both to children of a mechanical turn of mind and to their parents. The merchant has numerous lines of this character at his disposal, ranging from $2 to $20 and up. These are often put up in regular sets and accessory sets and it is frequently the case that a purchaser of an original set this year will return in subsequent years and purchase accessories for it. Engines, automobiles, steamboats, etc. lend themselves readily to display because they can be put in motion and offer more entertainment to the children.

The average toy buyer enters the hardware store with an open mind, it is not very often that the mind has been set upon some definite toy, largely because of the fact that the average person does not keep in touch with developments in connection with toy manufacture. This fact leaves much to the toy display and the advice of the salesmen. It has been found advisable in some stores with considerable toy business to make it the duty of a man specially fitted for the work, to meet all the children coming into the store and specially direct their attention to those toys which will likely be of special interest to them. He should give customers the benefit of his knowledge of the stock and point out what toys the children are most likely to appreciate for Christmas gifts.

TOOL EXPORTS TO BELGIUM AFFECTED BY GERMAN COMPETITION

A. S. Bleakney, Trade Commissioner in Brussels, reports that German products do not enter into direct competition with the major portion of Canada's trade with Belgium, which is mainly in raw materials, but in regard to agricultural machinery, for which Belgium has proved a good market and for hand farm implements and hand tools, the effect of German "dumping" is certainly evident.

In 1920, Canadian imports into Belgium rose from $25,017,639 in February, to $49,343,894 in August, while in 1921 the imports fell from $43,340,193 in February. to $30,518,835 in August.



Practical Hardware Gift Suggestions

Hardware Stock Offers Wide Range of Suitable Gifts for All Members of the Family—Practical Gifts Carry Strongest Appeal —Getting the Eye of the Christmas Shopper by Offering a Range of Suitable Gifts at Various Prices

THE average housewife—and the average husband—believes in giving useful and serviceable presents on Christmas—and in turn, they like to be recipients of the useful article. It is only a matter of fact because the average people today have learned the wisdom of economy and thrift during the trying periods that have just passed. During the first stage of the war the wife of the average home would consider it a crime to buy the expensive "flimsy" or shoddy gifts. She would search every store until she found the more substantial items of the serviceable kind. Utility has been the housewife's watchword ever since.

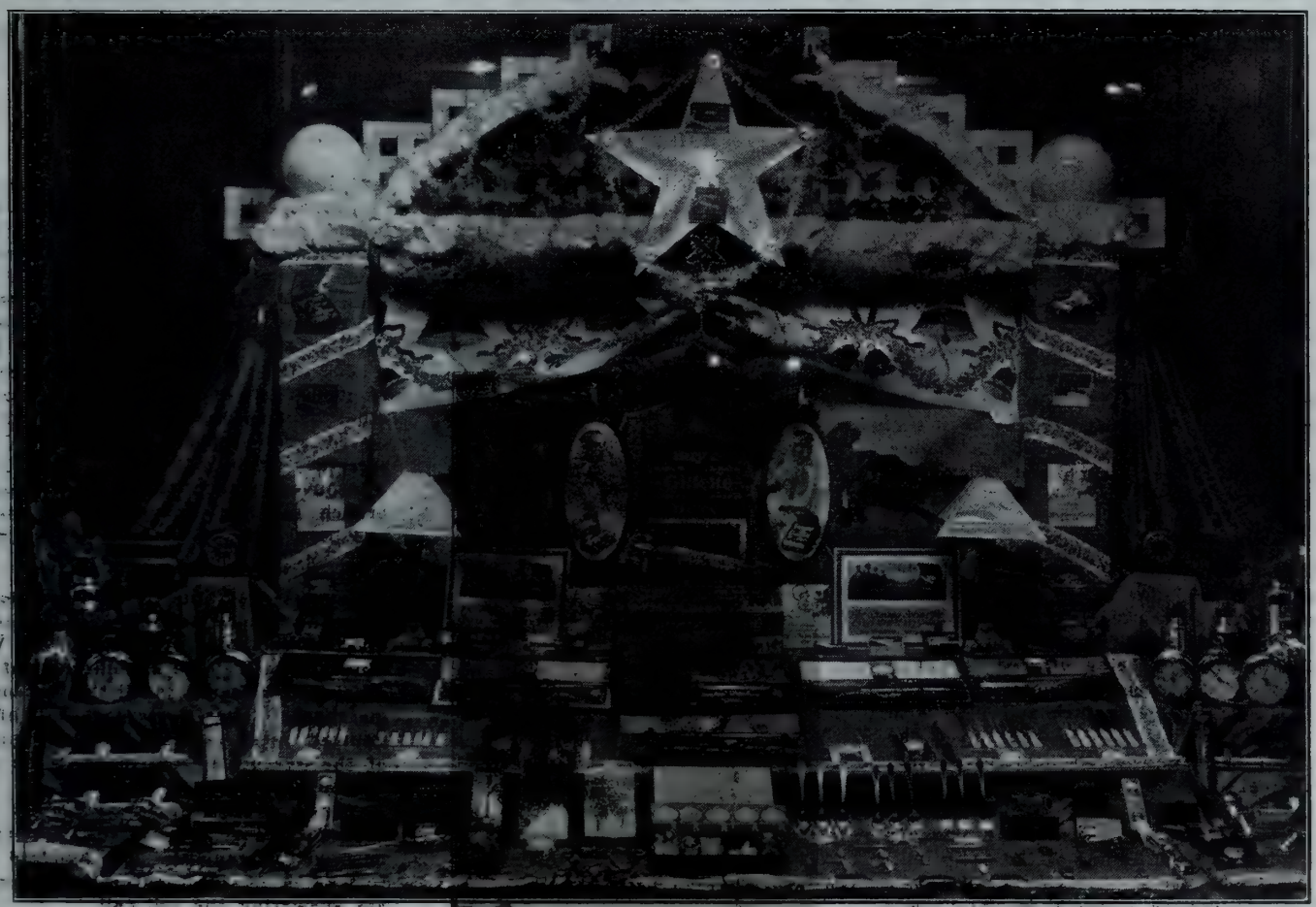
The modern husband is not the "spend-

thrift" any more. He also has had experiences during the days of strife and depression. Like the modern housewife he has acquired the habit of careful and thoughtful buying, and would not now think of going beyond his means to purchase some expensive, yet unserviceable article. Before the war the buyer would go to a store and select an article with little thought of its quality or value, but today it is different, he now wants "full value" for his money.

What Hardware Offers

In regard to Christmas Gifts, hardware is positively the most useful of any, because it offers three essential qualities, viz., serviceability, durability and economy. Hardware consists of many items—but each one serves its purpose and gives "full value" for the money.

There isn't an article in "hardware" which does not give the utmost in service. Hardware is truly the practical Christmas Gift. Therefore thrifty people have adopted it as the most suitable gift with which to extend their "Yuletide Greetings."



The window display of gift suggestions will have greatest effect if it embraces a number of suggestions of varying price range, suitable for all members of the family. To do this a study must be made of the stock in order that the most attractive lines will be shown and that the harmony of the display may be preserved. This display by E. Babineau and C. Murray of Sumner Co., Moncton, N. B., which was a runner-up in the 1920 Hardware and Metal Christmas Window Contest, shows a grouping of a wide range of suitable gift lines. Price tickets should be shown as prominently as is consistent with good taste, because the chief value of the Christmas display is in arresting the eye of shoppers who are looking for suitable gifts within a certain price range.

News of Western Canada

Christmas Buying of Hardware in B.C.

Christmas Goods Featured in Sorting Trade—Heating Appliances Stimulated, Due to Cold Weather—Builders' Hardware Movement Maintained

VANCOUVER, B. C.—Developments in the wholesale hardware trade on the coast this week, gives evidence of a start of Christmas buying as indicated by the demands of the retail trade. Cutlery and silverware are being displayed in store windows and it is expected that the power of suggestion will bear good fruit, within the next two or three weeks. Small sorting orders are filtering in due to the fact that retailers were slow in placing their import commitments.

The cold snap of the last couple of days of last week ending with a seven or eight inch fall of snow on Monday had the effect of creating a demand for heating appliances and an urgent enquiry and sale of repair parts. This was true also of the upper country where the temperature was lower than on the coast. Collections are only fair but retail accounts are being kept well in hand. Buying is being conducted on a very conservative basis on the part of the retail trade. Only those lines which are readily saleable are being stocked in quantity.

There is a continued demand for builders' hardware and with favorable weather conditions during the balance of the year, it is expected to be maintained. Prices are showing little change although spring hinges and butts took a drop of about ten per cent during the week.

Some retailers are already announcing special prices on some lines of seasonable goods as an incentive to shop early for Christmas. For instance a fine line of carving sets just in from the Old Country is being offered at $14.75 instead of the regular quotation of $20. Consisting of knife, fork and steel with iveroid handles, they are put up in the usual handsome plush-lined box. Regular $17 Shefield carving sets also consisting of three pieces are offered as low as $10.95 while two piece sets are quoted at $5.95 by one of the early holiday tradesmen.

In silverware a special is being made of a $23 twenty-six piece set at $14.95 while the same number of Nevada silver is on offer at $9.85. Aluminumware is also on display at attractive figures. For instance the double-boiler which regularly sells at around $5.50 is marked down to $3.95 for quick sale.

House brooms are quoted on a lower basis, the No. 1 quality selling at $9.50 a dozen which is a reduction of about ten per cent. Malleable iron washers are off two cents a pound to 13½ cents. Carriage, machine and stove bolts are also showing slight cuts. Higher grade Community plate is down eleven per cent. Community teaspoons are now moving at $5.14 as against the former figure of $5.74.

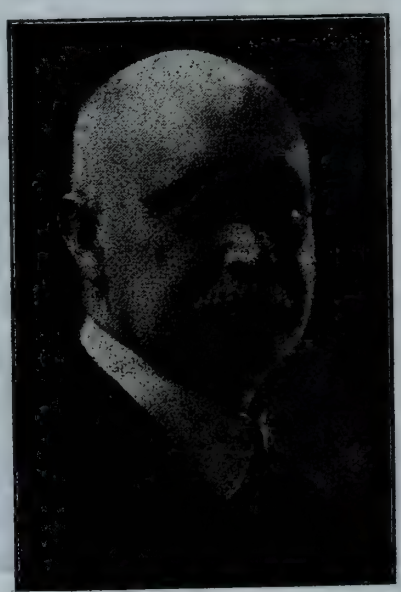
Paint dealers are taking advantage of the "Save the surface" campaign and to that end are offering attractive prices on interior paints and decorative materials, floor and furniture oils and polish and cleaners of various descriptions. There are no changes of importance in price lists.

Deliveries are coming through in much improved time as illustrated by a shipment of English goods which arrived here by rail in twenty-three days from Liverpool.

Is Now Secretary Of Vancouver Branch Of The Retail Merchants' Association

New Office is Created in the Pacific Coast City, With R. H. Fairley, Who Has Been Outside Organizer for the B.C. Board, the First Occupant.

VANCOUVER, B. C.—R. H. Fairley, who has been outside organizer for the B. C. Provincial Board, R. M. A. of Canada has been appointed to the newly created office of Vancouver secretary. Ever since the Retail Merchants' Association has been organized in British Columbia the office of the Provincal Board and the Vancouver branch have been merged in one, with the one secretary serving in the double capacity. At the last convention in Duncan, B. C. many of the representatives from points outside of Vancouver advocated the separation of the Provincial office from that of the Vancouver branch office. It was claimed by the other centres that Vancouver City received a disproportionate share of the secretary's time. It was claimed by the Vancouver branch that the Vancouver branch received a modicum of service and bore a heavy share of the expense.



R. H. FAIRLEY

The newly appointed secretary of the Vancouver Retail Merchants' Association

Will Look After Vancouver

To please all, the offices were separated and a new secretary appointed to give his undivided attention to the Vancouver branch. The appointment of Mr. Fairley is pleasing to all the Vancouver merchants. His efforts on behalf of organized retailers have, in the opinion of the executive, well merited the promotion.

A new branch of the R. M. A. has been formed at Revelstoke. Victoria is now well organized, one hundred and thirty-five of the Capital's best retailers answering the roll call.

The fight that the merchants in association are making against the Provincial Government's proposed additional taxation is greatly emphasizing the necessity for association.

WESTERN CANADA NOTES

A. H. Fraser, manufacturers' agent, Winnipeg, is on a business trip to the jobbing centres from Winnipeg to the Coast.

Grant Smith of the A. S. Smith Hardware Company, Limited, Moosomin, Sask., visited the J. H. Ashdown Hardware Company last week.

C. H. S. Bamford, sales manager of the J. H. Ashdown Hardware Company, Winnipeg, is still confined to his home with illness.

W. B. Pickard of the T. Eaton Company, hardware department, Winnipeg, has returned from a trip to the East.

Winnipeg.—A. H. Merrick has joined the staff of the A. Ramsay & Son Company, Winnipeg, and will be covering the Province of Manitoba.

F. W. Moffat of the Moffat Stove Company, Weston, Ont., was the main speaker this week at the regular meeting of the B. C. Electric Social Club. He spoke on the subject of electricity, using lantern slides for purposes of illustration.

W. B. King who represents J. H. Graham & Co., manufacturers' agents of New York in this territory made the rounds of the coast jobbing trade this week and reported a good average volume of business. Mr. King makes his headquarters in San Francisco.

Messrs. Thos. Waldon, vice-president and general manager of Marshall Wells, Ltd., of Winnipeg and his Edmonton manager "Micky" McMullen were in Vancouver this week visiting the retail trade.

An interesting police court case in New Westminster has just been decided in favor of Thos. Trapp, Jr. of the hardware firm of T. J. Trapp and Co., Ltd. Mr. Trapp recently sold a handsome residence on behalf of a Royal City resident and claimed his commission.

Now Mr. Trapp is not a real estate agent in the sense that he pays no licence fee. Members of the real estate business in New Westminster heard of the case and notified the provincial authorities with the result that the hardware firm was haled into court. The magistrate ruled that one transaction did not constitute a violation of the Act and gave judgment in Mr. Trapp's favor.

HARDWARE STORES IN FIRE AT ELROSE

Saskatoon, Sask.—Fire which broke out in Elrose, Sask., in the hardware store of Tackaberry & Norris, resulted in the total estimated damage of $75,000, fully covered by insurance. The stock was also lost.

B. C. MAY YET DEVELOP IRON AND STEEL INDUSTRY

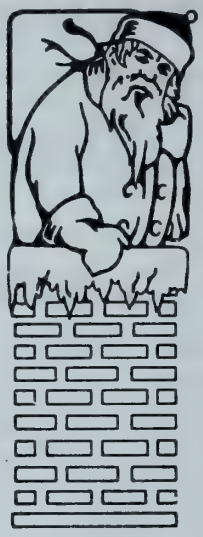
Victoria, B. C.—The establishment of an iron and steel industry in British Columbia is imminent, according to Hon. T. D. Pattullo, Minister of Lands, who said a representative of some British interests of thorough reliability was en route to Victoria to discuss the matter. Proposals were to be submitted to the Government in this regard.

IMPORTS OF ROSIN & TURPENTINE

Rosin to the extent of 6,737 barrels valued at $35,044 was imported to Canada from U. S. in September. Turpentine amounting to 70,187 gals. valued at $40,588 was imported in the same month.

Oils And Grease For Cold Weather

Rather novel was the recent display of the Capital Hardware and Sporting Goods Co., Regina, as arranged by Mr. Darke, showing an arrangement of oils and greases specially designed for cold weather work. A feature was a transmission taken from an old automobile, and driven by an electric motor. This was mounted and uncovered, showing gears in action and their lubrication. The gears were just touching, in transmission oil which formed a heavy film or cushion of oil on them. The arrangement of other greases, oil cans, etc., made a well balanced and impressive display which served to emphasize upon motorists the necessity of giving lubrication matters close attention at the change of seasons.



Christmas Window Contest

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Monday, January 2. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one

Help The Xmas Shopper!

FEW PEOPLE are acquainted with the wide range of gift lines for all members of the family which the hardware store has to offer.

A survey of the stock reveals numerous lines for father, mother, son and daughter, and they are of such a character as to appeal to diversified tastes.

In recent years the tendency has been growing for people to exchange gifts of a more practical value than heretofore. This has been a development of the times wherein everyone has been forced to make their money go further. Here is where the hardware store can "cash in" for it offers a wide range of useful gifts for all members of the family. But the only way to get the business is to advertise and the windows perform a most important function in advertising. Besides helping the Christmas Shopper you can also

Help Yourself

by having a picture taken of your best display and sending it in to the Hardware and Metal Christmas Window Contest, to be judged in comparison with displays dressed by other hardware salesmen in retail stores from all parts of Canada.

You have probably never been afforded an opportunity of seeing how your displays compare with those of other stores. An entry in this contest will allow competent judges to examine your display and probably point out some respects in which its effectiveness might have been increased. Such constructive comment is what every ambitious salesman desires. The benefits are great, the honor of being a prize winner is much to be desired and the benefits to all competitors well repay the attention given it.

The Editor of Hardware and Metal expects an entry from YOU.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Business Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1868 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, DECEMBER 3, 1921

AT THE general meeting of the Canadian Credit Men's Trust Association held in Toronto this week, W. E. Coulter, Booth-Coulter Brass Co., Toronto, representing the Ontario Board C. M. A., stated that manufacturers in general were now operating at about 60 per cent. of normal. Replying to a questionnaire, five hundred and three manufacturers in Ontario had stated that present inventories were priced at present replacement values. It was the opinion that from this statement credit men should not be too much concerned when statements of firms showed reduced inventories. Reduction in accounts receivable might well be brought about by more careful placing of credit even more than reduced sales.

The Gasoline Tax

IN DECIDING upon ways of collecting the contemplated tax on gasoline it is to be hoped the Ontario Government will not place the onus upon merchants to collect the amount of the tax at the gasoline pump when making a sale, and make returns. One reason the sales tax was not extended to the retailer was because the Federal Government knew many had not the time or facilities for making an accurate accounting of this tax. Furthermore the average retailer in this country is called upon to devote considerable time to making Federal and municipal tax adjustments and if the provincial governments are now going to step in and place further tax responsibilities upon the merchant, it may prove to be "the straw that breaks the camel's back." The tax on gasoline is said to be a tax on motorists to raise revenue for the improvement of the roads which they use. This may or may not be a good purpose, but if the hardware merchant who sells gasoline is to figure in the matter let it be as a motorist rather than as an already overburdened tax collector for governments.

A Source of Annoyance

IT WOULD have but been natural to have assumed that the Government would have taken some steps before now to have shown definitely what stand it was intended to take in regard to the Marking Regulations to govern imports after December 31. As matters stand it appears as though the Government was fully intending to apply the regulations as they stand, but on the other hand there are several provisions which are practically impossible of execution and there has furthermore been a vacillating tendency on the part of some officials of the Government which has led some importers to imagine that the regulations are ultimately to be abandoned or considerably amended. For these reasons there are many misgivings concerning this legislation and there may be some truth in the opinion held in some quarters that were the Government representatives in Ottawa where they would hear the protests which are being made, instead of being engaged in electioneering in various parts of the country, some action would have been taken before now. Even at that it is rather difficult to imagine why the Government which is seeking re-election does not take steps to restrain the tide of unrest which is gathering as result of the Marking Act legislation. It does not even seem good politics to attempt to force such an unpopular measure upon a large portion of the business community at a time when its sponsors are seeking support from the electors.

White Lead in Paint

CONSIDERABLE interest has been attached to the recommendations of the International Labor Conference at Geneva concerning the use of white lead in paint, and though it would be necessary for the Government to take steps to enforce the plan before it would be effective in Canada, yet the subject is being considered from the viewpoint of possible later developments in regard to domestic paint trade. Even though the recommendation for prohibition has been modified to allow 2 per cent. of lead in paint, this is sufficiently negligible to indicate that the conference has upheld the French attitude of prohibition rather than the British attitude of regulation. French opinion has been such a large factor in the question that it becomes evident that the noticeable lack of lead industries in France and the profusion of zinc oxide industries in that country has had something to do with the subject.

The exercise of care in manufacturing of paint on this continent has greatly curtailed the dangers of lead poisoning from handling this product. This is evident from the fact that labor in Canada and the U. S. is not unfavorable to the use of lead in paint. It is therefore somewhat surprising that the recommendation which has been made should have been supported by Mr. Roy who replaced Sir George Perley as the official Canadian Government representative, particularly when he was aware that the Master Painters' Association of Canada assembled recently in convention, went on record as being unable to do satisfactory work with certain kinds of paint which did not contain lead.

It is very unlikely that such legislation will be enforced in Canada or in a number of other countries because there is no industrial need for any such change such as exists in France, but it will be interesting to watch the effect in that country of the use of zinc oxide or other substitutes for lead.

Wild Statements

MANY wild statements are made in connection with the election campaigns. One charge now commonly heard is to the effect that the Government Merchant Marine of Canada was begun to provide contracts for the steel companies of Canada. Whether or not such was the intention, the facts of the matter show that the steel companies of Canada made very little out of the venture. To commence with, the ship-plates which comprise about three quarters of the steel tonnage of such ships, had to be bought from the United States because there were not then the facilities in Canada for their manufacture on a large scale. A contract was subsequently made with a Maritime steel company to provide plates for five years at a price somewhere near $80 a ton which was being paid to U. S. interests. The Canadian steel plant to secure the order, agreed to spend a large sum of money extending its plate plant. When the market price on plates subsequntly fell, the Government changed the price in the contract and subsequently cancelled it entirely. A statement of claim made by the steel company is now in the Exchequer Court at Ottawa, and it is claimed rather than making any money on the Mercantile Marine venture, considerable money was lost due to making preparations for plate making and later losing the contract.

Events in the Trade

BUSINESS CHANGES

MacRobert and Sons have taken over the Elsom hardware business at Florence, Ont.

Montreal, Madison Hardware Co. is selling out to L. N. & J. E. Noisseaux.

NEW FIRMS

Frank Gingerich and R. B. Waddle contemplate opening a hardware store at Tavistock shortly in the Roth Block.

OBITUARY

James D. Waddell, for 28 years with E. B. Eddy Co., Hull, Que., is dead.

Chas. W. Stockford, hardware merchant, Atwood, Ont., is dead.

Nelson Mitchell, President N. Mitchell & Co., Ltd., Granby, Que., hardware, etc., is dead.

Gordon G. Thomson, of the hardware firm of Morton and Thomson, Halifax, N. S. is dead. Mr. Thomson had been failing since last winter, when fire destroyed the entire Christmas stock of his firm, and worry over the great financial loss caused by the fire, is thought to have brought about a complete breakdown. When the firm of Morton and Cragg was dissolved in 1915, Mr. Thomson joined with W. R. Morton and helped to build up the present business.

PERSONAL

T. F. Shurley, president of the T. F. Shurley Co., Ltd., St. Catharines, will sail early in the year on the Empress of Russia for India, China and Japan. Mr. Shurley expects to be away from six to seven months.

W. P. Buzzek, has recently been appointed to the position of sales manager, with the Ideal Aluminum Products Limited, of Toronto. Mr. Buzzek was formerly associated with the Aluminum Products Co., of the United States, in charge of advertising and sales.

Prior to his departure for Grimsby, Ont., where he recently purchased a hardware business, J. F. Richardson and Mrs. Richardson were honored by their friends in Elora. Col. D. M. Allan at a gathering held at the home of W. O. Mendell presented them with a handsome electric floor lamp and expressed every good wish for their future. W. S. Richardson who is also going to Grimsby with his father was presented with a silver tea service.

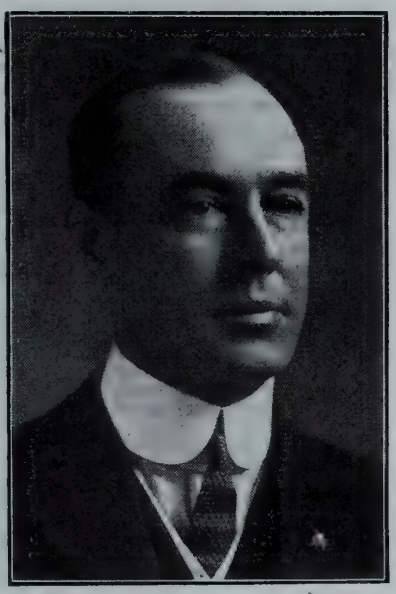
INCORPORATION

R. C. Sturgeon Co., Ltd., has been incorporated in Ontario, with capital of $100,000 and head office in Peterboro, Ont., to manufacture furnaces, stoves, ranges, boilers, pipe, plumbing supplies, etc.

Canadian Electric Floor-Waxer and Polisher Co., Ltd., has been incorporated in Ontario with capital of $100,000 and head office in Toronto to manufacture and deal in floor waxing and polishing machines.

Alliance Brass Co., Ltd., has received Dominion Incorporation with head office in Peterboro, Ont., and capital of $75-000 to manufacture metal goods

Canadian Vatu Drying and Wood Working Co., Ltd., has been incorporated in Ontario with capital of $40,000 and head office in Sault Ste. Marie, to deal in all kinds of wood and manufacture pike poles, pickaxe and shovel handles, pails, boxes, etc.



W. R. STAVERT

For the past twenty-one years associated with Jenkins Bros., Montreal, latterly as sales manager, who has severed his connection with that company and taken over the agency for the Kerr Engine Co., Walkerville, manufacturers of valves, sprinkler equipment, etc., which he will represent in district east of Hamilton including Quebec Province.

RECOVERY FROM FIRE

The E. B. Salyerds, Ltd., manufacturers of hockey sticks at Preston, Ont., report that a new building has been secured, and with the installation of new machinery, this firm expects to again be producing hockey sticks within a short period. The main factory of the Salyerds Co., was destroyed by fire, in October.

BUYS BEAVER STOVE CO.

Montreal—The La Cie de Poeles "Ideals & de Spécialtiès, Ltd.," Grand 'Mère, Que., have purchased the whole assets of the Beaver Stove & Machinery Co., Ltd. This company intends to push the manufacturing of steel and cast iron stoves and ranges, Quebec heaters, camp stoves and general foundry business. M. A. Barel has been appointed general manager of the company.

ACCIDENTAL SHOOTING

Montreal, C. W. Meakins, President of the Meakins Brush Company of this city accidentally shot himself dead on Thursday. Deceased was sixty-two years of age and was a cousin to W. G. Meakins, President of Meakins & Sons, brush manufacturers, Hamilton, Ont. He was born in Hamilton.

While in the garret of the Craig street office of the company in this city it is supposed that Mr. Meakins pulled a gun towards him while it was lying on a bench, the trigger catching on some obstruction and discharging a bullet which lodged in his breast, death being instantaneous.

STEEL COMPANIES IN MERGER

Reports that a merger of seven or more of the independent U. S. steel companies is contemplated have been confirmed. The proposed consolidation will take in all the leading producers and manufacturers with the exception of the Bethlehem Steel Corporation and the Jones and Laughlin Company of Pittsburg.

The capitalization of the various companies concerned in the proposed consolidation approximates $500,000,000. and the products of the various companies cover almost every branch of the steel and iron industry.

The companies named comprise the Midvale Steel and Ordnance Co., the Republic Iron and Steel Co., Lackawanna Steel Co., Youngstown Sheet and Tube Co., Inland Steel Co., Brier Hill Steel Co., and the Steel and Tube Co., of America.

Reports of a consolidation have been current in the trade for more than a year.

This consolidation, if effected, will be second in importance to the United States Steel Corporation, now the dominant organization in the industry.

Hardware Letter Box

Information on trade topics will be gladly supplied to subscribers through this department.

STEEL FLOOR REGISTERS.

J. L. Demers, general hardware, Thedford Mines, Que.—Kindly give us the names of some manufacturers of steel japanned floor registers.

Answer—The Canada Foundries & Forgings, Limited, Brockville, Ont.; The Happy Thought Foundry Co., Brantford, Ontario; Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.; Tuttle & Bailey Mfg. Company of Canada, Limited, Bridgeburg, Ontario; The McClary Manufacturing Company, Montreal, Que.; The Pease Foundry Co., Ltd., Toronto, Ont.; Clare Brothers & Company Limited, Preston, Ont.

"CROWN HURON" STOVE.

Messrs. R. Chestnut & Sons, Limited, Fredericton, N. B.—Kindly advise us the name of the manufacturer of the Crown Huron Stove.

Answer—This range is manufactured by the Western Foundry Co., of Wingham, Ont., and is sold throughout Canada by the T. Eaton Company.

DEXTER WASHING MACHINES.

Messrs. W. H. James, Gleichen, Alberta.—Would you kindly advise us, if possible, the makers of the Dexter Washing machine.

Answer—This is the product of the Dexter Washing Machine Co., of Fairfield, Iowa, U.S.A.

CATARACT REFINING CO.

The Fraser Hardware Co., Limited, Galt, Ont.—Will you kindly give us the address of the Cataract Refining Co.

Answer—The Cataract Refining Company, No. 1 Sherbourne Street, Toronto, Ont.

McCULLOUGH TUBE SKATES.

Rice Lewis & Son, Limited, Toronto, Ont.—Can you give us the address of the makers of the McCullough Tube Skate.

Answer—The McCullough Tube Skate Company, Portage Ave., Winnipeg, Man.

WEBER CHIMNEYS.

Messrs. Chas. E. Boyd, hardware merchants, Simcoe, Ont.—Can you give us the location of the Weber Chimney Co.

Answer—The Weber Chimney Company, General offices, 1452-56, McCormick building, Chicago, Mich., U.S.A.

HOOVER SUCTION SWEEPERS.

The George Taylor Hardware Limited, Timmins Branch, Ont.—Would you kindly locate for us, the address of the makers of Hoover Suction Sweepers.

Answer—The Hoover Suction Sweeping Company of Canada, Hamilton, Ont.

COAL HANDLING EQUIPMENT.

The Hall Manufacturing Company, Cedar Rapids, Iowa, U.S.A.—We would like to know the name of firms in Canada manufacturing supplies for the retail coal dealer.

Answer—The Manitoba Bridge & Iron Works, Limited, of Winnipeg, Man., are listed as manufacturers of Coal Handling Equipment.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

NEW BRUSH CATALOG

Messrs. Meakins & Sons, Limited, of Hamilton, Ont., announce that they have just issued a new catalog describing their many types of paint and household brushes. The book is also well illustrated, with one of the chief features being the lower prices which have recently come into effect. It is the present intention of Meakins & Sons Limited to distribute the catalog in preparation for the Spring campaign of 1922, as the quotations are likely to be effective during that period.

NEW BRIDGEPORT CATALOG

A new and revised 80-page Catalog covering the Bridgeport line of tools and hardware specialties, is now being distributed to the trade. This book is No. 21, issued by the Bridgeport Hardware Manufacturing Corp., of Bridgeport, Conn., and describes such products as nail pullers, box opening tools, crate openers, box scrapers, pliers, cutting nippers, screw drivers, tool sets, coping saws, hack saw frames, ticket punches, and trowels. Many automobile tools are also illustrated, such as valve lifters, tire tools, auto hammers, combination slip joint pliers, adjustable hack saw frames, and side cutting pliers.

NEW STANLEY CATALOG

Stanley Works, New Britain, Conn., represented in Canada by A. MacFarlane & Company, Ltd., Coristine Bldg., Montreal, Que., have issued a 376 page illustrated catalog on wrought hardware. The catalog is conveniently arranged for ready reference for the hardware buyers, is handsomely illustrated and covers a tremendously wide range of goods. In the Foreword their appears a most interesting story in brief of the history of the Company. A list of Stanley finishes is also given with comparative symbols of some other hardware manufacturers. Among a vast amount of practical and useful information is a table of the correct specification of butts for wooden doors and of metal or other doors where the approximate weight can be determined, are given in the table.

RIFLES AND AMMUNITION

Starke-Seybold Limited are distributing among the trade an illustrated booklet, very compact but complete, of rifles, guns, revolvers, pistols, ammunition and sundry supplies in demand for the fall and winter sporting season. List prices and discounts are also quoted, and offers the trade a very useful supplementary catalog for this season of the year.

NEW TUCK CATALOGUE

Tuck & Co., Ltd., London, England, for which Wm. J. Brown, of Montreal, is the Canadian representative, have issued a new catalog. It is well illustrated with half tones on coated stock. It covers their full line of packings, hose, belting, hydraulic ram leathers and rubber goods.

Trade Enquiries

Names and addresses of enquiries can be obtained only by those interested in such lines upon application to Department of Trade and Commerce, Ottawa, Canada. Please quote reference number when requiring addresses.

3532. **Hardware, leather, wood manufactures, etc.**—A London firm maintaining branches in India, Egypt, West Indies, South Africa, etc., would be glad to serve Canadian firms in the capacity of agents and factors, and are interested in hardware, kitchenware, leather, furniture, glassware, fancy goods, sporting goods, toys and wood manufactures and turnery.

3533. **Domestic hardware and woodenware**—A London firm who are buyers of domestic hardware, including enameled and aluminum ware, and also woodenware of all kinds in large quantities, invite close quotations from Canadian firms in a position to fill orders.

3534.—**Food products and wood manufactures.**—A London firm are prepared to act as buyers or agents for Canadian shippers of food products and manufacturers of wood generally.

How About Your Entry?

The Hardware and Metal **CHRISTMAS WINDOW CONTEST** for 1921 is now well under way. Many hardware merchants and retail salesmen are taking part for the honor of being a prize-winner or runner-up in the contest.

Read the details in this issue, then send along your entry.

DO IT NOW.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

LOWER prices on rubber garden hose and some higher quotations on copper products attract special attention on the current hardware markets. One premier change in the upward direction includes copper sheets, tubing and rods, while the continued strength of primary markets in this metal is reflected in an increased demand for copper scrap in various grades, with slightly higher prices resulting. Other scrap materials, such as brass and rubber, also register advanced price levels, the smallest sign of improvement from the recent waste market depression having been sufficient to cause a price reaction. There has also been announced a slight price increase on wrapping paper.

On the other hand, the tendency to lower quotations remains a phase of importance. Reductions are given on certain floor and spring hinge products, both japanned and plated. Lumbering tools and handles are now 35 per cent. off. One make of knife-handled wrenches records a further downward revision. Announcement of some easier prices on a certain grade of roofing has been made by one manufacturer, but this reduction has not yet become general on other makes. Price shading is now evident on No. 2, dry fibre; the standard price on this product having been ignored since the recent recession on other building papers. Other revisions to lower levels appear on sand paper, emery cloth and wood jacket cans.

Due to the variation in prices now evident between the two chief distributing centres in the East, an unusual situation has developed in the soil pipe markets. The wide range in discounts has been even further accentuated this week and this factor is attracting special notice. Some distributors of black and galvanized sheets in Eastern markets now show a slight reduction in prices to levels which have generally prevailed for some time past. Rumors of price shading on the 30-gallon standard range boiler, are again substantiated, although the general desire is to maintain the nominal price list. The suggested freight rate reductions are not generally considered of sufficient extent to affect prices in any noticeable degree.

MONTREAL MARKETS

MONTREAL, December 1.—Numerous price changes again attract attention in the hardware markets this week. Of particular interest is the announcement of a marked reduction in roofing products from one large manufacturer. Other sources are at present holding former quotations unchanged, but the market is decidedly easier, and further developments may be looked for. The easier trend in the steel industry in general is again shown by lower prices on black and American galvanized sheets. Although no marked change has developed in the situation at primary sources, sóme local distributors are reducing their prices, while others are maintaining former levels. A new shoefinder's list is issued to the trade with reductions shown on many lines of shoe rivets and tacks. Floor and heavier spring hinges have new lower prices, while a further revision is announced in Coe's wrenches.

Quotations on rubber lawn hose are now reduced and a new discount revision is given on lumbering tools and handles.

An advance is recorded in prices on copper sheets, this developing from the strength of copper in the primary markets. Scrap metals show a general revision, both upward and downward, with the market continuing very dull. Ingot metals have again improved, and different metals are shown this week with advanced quotations.

PRICE DECLINE ON LUMBERING TOOLS AND HANDLES

Montreal.

Lumbering tools and handles are now quoted at 35 per cent. off list, according to a current announcement. This is another substantial decline to be added to the remarkable list of price revisions to a lower level which have occurerd during the present year in hardware commodities.

COE'S KNIFE HANDLED WRENCHES NOW 20% OFF

A further revision is made in the quotations of Coe's knife handled wrenches, and these are now quoted at less 20 per cent. A reduction in these was announced only last week, but the present decline is made to compare with quotations on the Canadian makes.

LOWER PRICES ANNOUNCED ON GARDEN HOSE

Montreal.

Revised lower prices on garden hose are announced as effective immediately. The extent of the decline varies approximately between 8 and 10 per cent. on the different grades of lawn hose; while a special feature in connection with the reduction is the fact that the limit for securing advantage of the discount for early placing of orders covering spring requirements has been extended to December 31. The new price levels are also guaranteed against manufacturers' decline until May 31, 1922. Following are the revised quotations on the Dunlop makes of hose:—

GARDEN HOSE—	
Corrugated and 12-sided:	
½ inch, per 100 feet	$ 13 25
⅝ inch, per 100 feet	15 25
¾ inch, per 100 feet	18 00
Banner Sheeting Hose:	
½ inch x 3 ply	$ 9 50
½ inch x 4 ply	10 50
½ inch x 5 ply	12 00
½ inch x 6 ply	13 50
⅝ inch x 3 ply	11 00
⅝ inch x 4 ply	12 00
⅝ inch x 5 ply	13 60
⅝ inch x 6 ply	15 50
¾ inch x 3 ply	13 00
¾ inch x 4 ply	14 00
¾ inch x 5 ply	15 50
¾ inch x 6 ply	17 50
Ideal Wire Bound:	
½ inch x 4 ply, per 100 ft.	14 00
⅝ inch x 4 ply	16 00
¾ inch x 4 ply	19 00
⅝ inch x 4 ply	16 00

(Continued on page 50)

We Are Now Producing "Made-Hamilton,

Write Your Nearest Wh

We expected to have our plant completed and in operation by Sept. 1, 1921, but were indirectly considerably delayed by labor troubles in Hamilton during the summer months.

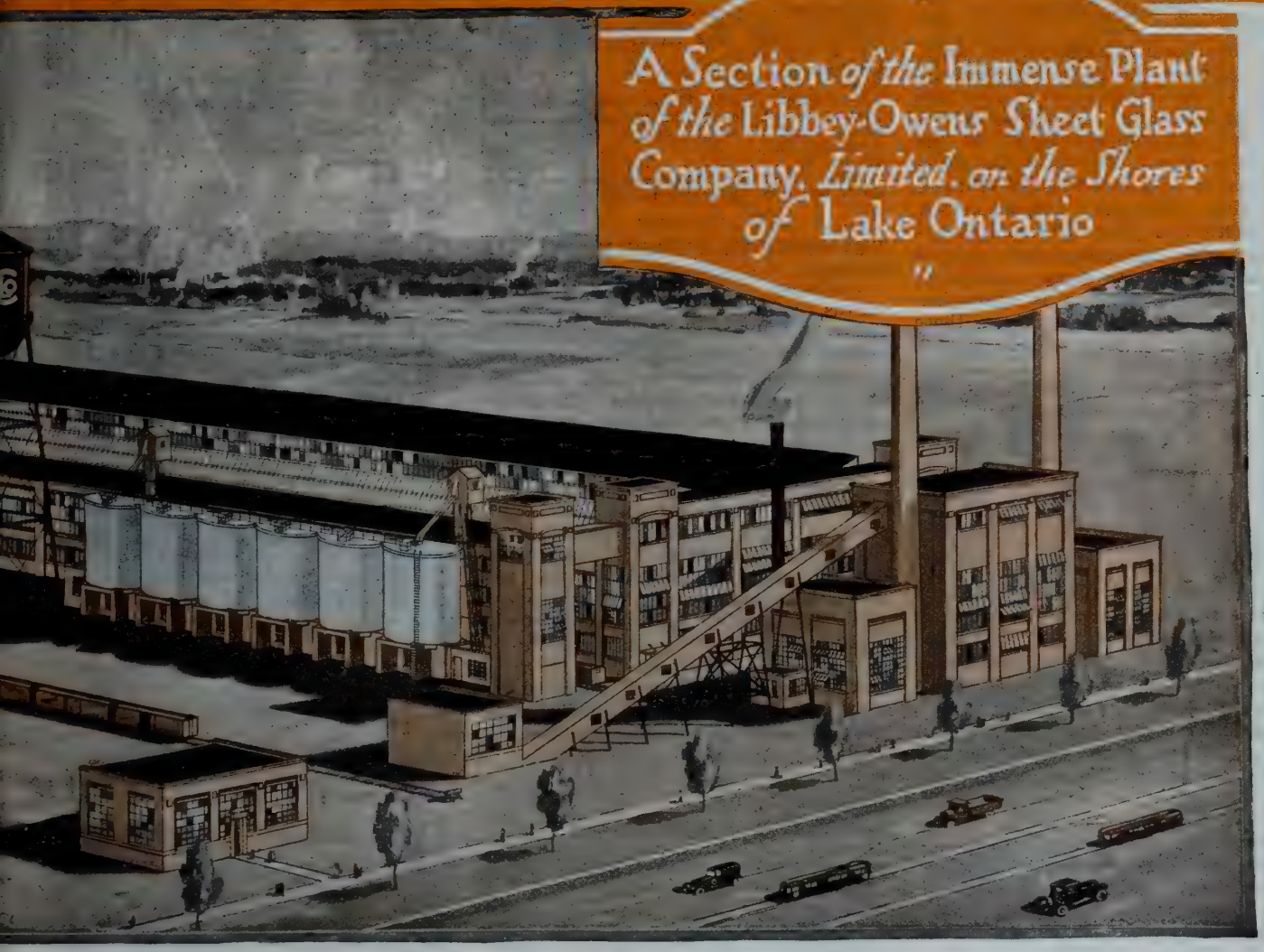
The Canadian Libbey-Owens Sheet

CANADIAN

LIBBEY FLAT DRAWN GLASS OWENS

MADE IN CANADA

FACTORIES AT HAMILTON



"A Section of the Immense Plant of the Libbey-Owens Sheet Glass Company, Limited, on the Shores of Lake Ontario"

In-Canada" Window Glass At Ontario

olesale or Jobbing House

Glass Co. Limited -:- TORONTO Ontario, Canada

GENERAL OFFICES AT TORONTO

MONTREAL MARKETS

(Continued from page 47)

LOWER PRICES ON ROOFING IN SOME QUARTERS

Montreal.

A rather peculiar situation has developed locally in the asphalt roofing industry. Effective December 1st, one large manufacturer announces a decline in prices, approximately 20 per cent. on roofing in rolls, shingles showing a minor reduction because of these now being considered proportionately low. With this price development appearing, other manufacturers announce that their prices are being maintained, and although a revision is altogether probable within the near future, there is no definite indication at present of a change.

The initiative would seem to have been left to the manufacturer announcing the decreased levels, who states that coming at a time when the present season's business is now over, the removing of the obstacle of high prices for the ensuing year should act as a stimulus, and booking will commence during the present month. It is also maintained that raw materials do not warrant such a marked reduction, but in the hope of reaching the bottom level at this time, buyers can be given the assurance of a steady market for some time, probably all through 1922.

During the past 12 months two previous reductions were announced in roofing quotations, following the trend of raw materials, but owing to limited production full advantage of the easier market could not be taken. By reducing prices to within reasonable reach of pre-war levels, which it is claimed leaves little or no profit for the manufacturer, the increased production will be forthcoming.

Although a general lowering in the prices of roofing products cannot be announced at the present time, future developments will be watched with interest; as undoubtedly the market is following an easier tendency.

SHOEFINDER'S TACKS ON NEW LIST

Montreal

A new list of shoefinder's tacks has included in last week's issue, has now been issued, and lower quotations are given on cobbler's rivets, heel or shoe nails, hob and hungarian nails, channel nails, tacks and shoe tacks. This makes the second new list in as many months.

COPPER SHEETS ARE ADVANCED IN PRICE

Copper on the primary markets continues to improve with higher quotations now given. This has reflected in sheets, while rods and tubing are for the present unchanged. Both plain and plain tinned sheets are marked two cents per pound base higher. With the strength continuing in this metal, further changes in prices of the finished products will again follow. Brass goods remain unchanged with following prices being present levels:

	Base.
BRASS—	
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32
F. o. b. Montreal.	
COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier	0 34
Plain tinned, 16 oz. and heavier	0 39
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34
Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.	

REVISIONS IN WASTE MATERIALS

Montreal.

Revisions, both upwards and downwards, are recorded in the market of waste materials. Outside markets, which control the local situation, have also shown recent fluctuations but ultimately no change has resulted. Quotations are still very nominal, but an easier tendency has again developed in the market as a whole. With the exception of machinery cast prices show a varying reduction. The revision on non-ferrous scrap is slight, while malleables are reduced from $10.50 to $8.00 per gross ton, pipe scrap from $7.00 to $6.00. The market is generally in a quiet stage, consumers stating they are out of the market for the present but would be interested at a little later date. This lends encouragement and increased activity is looked for after the turn of the year. Nominal quotations are the following:

Automobile tires		0 75
Rubber shoes		0 03
Yellow brass		0 04½
Red brass		**0.08½**
Light brass		0 03
Scrap zinc	0 03	0 03¼
Lead, heavy		0 04¼
Lead, tea		0 02½
Light copper		0 07½
Heavy copper		0 10
Wrought iron, R. Rd., No. 1 per gr. ton		10 50
Malleable scrap (ton)		8 00
Pipe scrap (ton)		6 50
Heavy melting steel	7 50	8 00
No. 2 busheling,		**4 00**
Boiler plate		8 00
No. 1 machinery cast		21 50

BLACK AND GALVANIZED SHEETS SHOW SLIGHT REDUCTIONS

Montreal.

The easier tendency in the sheet market is again responsible for slightly lower prices in some quarters. Other jobbing houses are maintaining former levels, and generally quotations are nominal. Black sheets are revised from 20 to 35 cents per 100-lbs. lower, while the American galvanized sheets show a decline of a minor nature, approximating 10 cents per 100 lbs.

There is now the seasonable dullness on both the domestic and outside markets, with little change reported in primary sources. With a quiet month ahead, the mills will not, in all probability, contemplate any development until after the turn of the year. Certain indications point to brisker trade in the opening months of the year and it is thought that a firmer tone and higher prices will accompany any increased activity. Nominal quotations are as follows:

BLACK SHEETS

10 gauge	4 00	4 65
12 gauge	4 40	4 75
14 gauge	4 40	4 85
16 gauge	4 50	4 95
18-20 gauge	4 55	5 20
22-24 gauge	4 60	5 35
26 gauge	4 65	5 40
28 gauge	4 75	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 75
28 gauge	6 35	7 35
26 gauge	6 05	7 00
22-24 gauge	5 90	6 75
20 gauge	5 75	6 60
18 gauge	5 75	6 50
16 gauge	5 60	6 50
14 gauge	5 45	6 50
12 gauge	5 30	6 50
10 gauge	5 20	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
18-20 gauge	6 35	6 50
22 gauge	7 05	6 65

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	6 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

FAIR DEMAND FOR FITTINGS

Montreal

Current demands for pipe fittings continue of fair proportion, one jobber stating it was surprising the call for the various kinds. Orders are small, but fairly numerous considering the advanced season. No further change is made in quotations since the reduction in Dart unions two weeks ago.

FITTINGS—		
Cast Iron fittings		20%
Bushings, cast		27½%
Do., malleable		25%
Flanges		37%
Plugs		27½%
Flange unions		22½%
Malleable unions		42½%
Dart unions, black		33%
Do., galvanized		13%
Nipples, ⅛ to 4 in, close and short		50%
Do., long		60%
Do., 4½ to 8 in., close and short		40%
Do., long		50%
Couplings, 4 in. and under		30%
Do., 4 in. and longer		10%
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½
POUND GOODS—	Black.	Galv.
Class A	0 53	[illegible]
Class B	0 20½	0 28¼
Class C	0 14	0 21½

LEAD PRODUCTS CONTINUE FIRM

Toronto

The continued gains of metals on the primary markets holds attention to the situation of the finished lead and zinc products, but up to the present no revision is made in quotations. Tin, copper and lead are all advanced on the ingot markets and it would seem only a question of a short time until this is reflected on lead products. Sales are seas-

onably small although in the past week dealers state that business has shown a slight improvement. This is only considered temporary as the closing month of the year usually pronounces a quiet period. Following are unchanged prices:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 25½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 20½
Do., wiping, lb.	0 21½
Do., wire, lb.	0 35
Zinc sheets, casks	0 11½
Do., broken lots	0 12

STILL LITTLE UNIFORMITY IN RANGE BOILER PRICES

Montreal.

The 30-gallon range boilers continue to attract attention on the local market. Although there is not the amount of price-shading that prevailed in the earlier fall months on this line, prices are still by no means uniform. There was an improvement noted only a few weeks ago, and it was generally thought the standard list would again be maintained. However, an unsettled condition is again brought in by some jobbing houses quoting lower prices. One local distributor stated that apparently range boilers were being offered as a "lead" to obtain other business in plumbing supplies, and with this being the case an improvement in the situation would be some time in arriving. Business is now quieter and little activity is now expected for the remainder of the year. Following is the standard list of prices:

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
52 gallon	21 00	26 00
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

NO CHANGE IN BAR IRON AND STEEL

Montreal.

Quotations on the various grades of bar iron and steel are generally maintained, although a quotation of $2.75 on common bar iron appears from one source. This would indicate the easier tone which still prevails in the steel industry as a whole, assisted no doubt by the usual dull period at this season. No change of importance has developed at primary sources, and little further development is anticipated until after the first of the year at least. Considering the small margin of profit that mills are now working on, any increased activity in the opening months of the year is expected to be accompanied by slightly higher prices. The recent adjustment of freight rates while appreciable, is considered not of so extensive proportion as to cause any present development in prices. Following are existing quotations:

Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Slighshoe steel	2 90
Tire steel	3 10
Toe calk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

FLOOR AND SPRING HINGES ARE REDUCED

Montreal

A reduction of approximately 10 per cent is announced in the prices of floor and heavier spring hinges, both japanned and plated.

INGOT METALS CONTINUE TO GAIN

Montreal.

The market for ingot metals has maintained its firm tone, and prices generally are somewhat higher although it is questionable whether the volume of business in some lines is sufficient to warrant prices that are being quoted. It is possible therefore that with the usual dullness prevailing during December there may be a slight reaction.

TIN.—Tin continues to advance in London and at present there is a decided scarcity of Lamb and Flag quality in primary markets. There are of course ample stocks of Straights quality, but this is not used to any extent here. Local market is firm at 36½ cents.

COPPER.—The New York market continues to advance and London is also somewhat higher. The price of electro now seems at a fairly high price considering the demand is only moderate, but producers seem firm at to-day's figuses. Local market is higher at 18 cents for electro, 17¾ cents for casting.

LEAD.—This metal is evidently well controlled and the market is very firm at present, especially in London where prices are at the highest level in over a year. The American situation is unchanged and the activity appears to be in outside markets. Local price unchanged at 7 cents.

SPELTER.—The American market is dull and there is not likely to be any activity until after the turn of the year. London market is higher, but this has no bearing on prices here at present. Quotations unchanged at 7¾ cents.

ANTIMONY.—Prices on antimony are remaining unchanged both on foreign and domestic markets, although the tone of the market is of an easier tendency. Chinese is quoted at 7 cents, high grade English at 8 cents.

ALUMINUM.—There is no change in aluminum, the market remaining dull and unchanged with price holding at 27 cents.

TORONTO MARKETS

TORONTO, December 1—The trend and development of prices on various hardware commodities continues to remain an absorbing phase of the current market reports. Some higher quotations attract special attention this week, the increases being apparent on copper products generally. These include tubing, rods and sheets, while copper scrap in various grades has attracted attention, with slightly higher prices resulting. Rubber and brass scrap materials also register advanced price levels, this development being attributed to the fact that the waste markets having been in such a depressed state, the smallest sign of improvement in demand, would cause a price reaction. There has also been a slight price increase on Kraft wrapping paper.

On the other hand, garden hose quotations register a decline, while some easier prices have been given on one grade of roofing. The reduction on roofings, however, is not yet general. Price shading is evident on certain grades of building papers, especially No. 2, dry fibre. Other revisions to lower levels appear on certain spring hinge products and also lumbering tools and handles. An unusual situation has developed in the soil pipe markets, due to the variation in prices. The wide range in discounts now evident between the two chief distributing centres in the East have been even further accentuated this week and this market is worthy of special note. Rumors of price shading on the standard range boiler are again substantiated with easier levels being quoted in some quarters. However, the general desire locally, is to maintain the nominal list.

KRAFT WRAPPING PAPER PRICES ADVANCE

Toronto.

Slightly higher prices are announced this week on Kraft wrapping paper. It will be remembered that this product registered several declines during the summer months. The current advance is of ¾ cents per lb. thus bringing quotations to 13 cents.

GARDEN HOSE QUOTATIONS REGISTER DECLINES

Toronto.

Further reductions have been announced in the current quotations on lawn, or garden hose. This change is in keeping with the easier tones which have recently prevailed in the rubber markets generally; and the revisions represent a decline of approximately 8 per cent. New hose prices are as follows:

HOSE, LAWN—	Toronto
Corrugated, ½ inch, 100 ft.	$13 25
Do., ⅝ inch, 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5 per cent. for full reels, 500 feet.

SOME EASIER QUOTATIONS GIVEN ON ROOFING

Toronto.

Lower price levels on certain grades of roofings are announced in some quarters, but the decline in this class of products has not yet become general. Whether the reduction will be generally followed by other manufacturers, in the near future, is stated as likely to depend upon the degree of activity which develops in placing early bookings for next season's requirements at the new low levels. In view of these facts, quotations on all grades and makes of roofing are being closely followed.

PRICE SHADING EVIDENT ON NO. 2, DRY SHEATHINGS

Toronto

Unsettled conditions still apparently prevail in the market for building papers and sheathings. In the new range of prices which recently became effective, it was noticeable that some products did not register any official change. Since then, price cutting has developed on some of these lines, more particularly the No. 2, dry fibre, which is nominally quoted at 70 cents per roll. There is now no standard recognition of this price level, and quotations of 65 and even 60 cents are reported to be common. It is suggested that some distributors are selling this product at prices even lower than the above. How long this situation will continue, is difficult to ascertain, but an unsettled condition has been evident in the markets for both sheathings and roofings during the past few weeks.

REVISED PRICES ON CERTAIN SPRING HINGE PRODUCTS

Toronto.

A general adjustment in prices to a lower level is announced by the Chicago Soring Butt Co., on their various lines of hinge products. The changes apply particularly to spring hinges and door springs.

LOWER QUOTATIONS GIVEN ON LUMBERING TOOLS

Toronto.

According to an announcement made this week, lumbering tools and handles will now sell under the revised quotation of 35 per cent off list.

HIGHER PRICES ON COPPER PRODUCTS MATERIALIZE

Toronto.

In conjunction with the strength recently apparent in primary copper circles, and the increased price levels on this metal—both in the ingot and other stages of manufacture also,—the quotations on copper sheets now register the expected advance. These copper products such as rods, tubing and sheets, are generally two cents per lb. higher than formerly, while the price levels on similiar brass products remain unchanged. This situation indicates that the copper markets are recovering from the recent depression, stated one manufacturer, but according to this opinion, in the case of brass there remained fairly large quantities of scrap material still to be absorbed. The new prices are as follows:

BRASS—	
Sheets, base, per lb.	$ 0 22
Rods, base, per lb.	0 20
Tubing, base, per lb.	0 25
COPPER—	
Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Do., plain tinned 16 oz. and heavier, lb.	0 37
Do., polished and tinned 16 oz. and heavier, lb.	0 42
Tubing	0 29

NEW NET LIST PRICES ON AUTOMOBILE TIRES

Toronto.

As announced in last week's issue of Hardware and Metal, lower prices have now become effective on automobile tires. The new net price list, on the Gutta Percha makes of auto covers and tubes, which became effective November 22, is as follows:

AUTOMOBILE TIRES—

Cord Covers and Tubes.

Size.	"Cross" Tread Cord Covers	High Grade Gray Cord Tubes	High Grade Red Cord Tubes
30 x 3½	$2400	$4 00	$4 40
32 x 3½	34 00	4 70	5 15
32 x 4	43 00	6 00	6 60
33 x 4	44 50	6 05	6 65
34 x 4	45 75	6 20	6 80
32 x 4½	55 75	6 90	7 60
33 x 4½	57 00	7 10	7 80
34 x 4½	58 50	7 30	8 05
35 x 4½	60 25	7 50	8 25
36 x 4½	61 50	7 70	8 45
33 x 35	69 50	8 20	9 00
34 x 5	71 75	8 45	9 30
35 x 5	73 00	8 70	9 55
37 x 5	76 75	9 40	10 35
36 x 6	112 50	15 00	16 50

Fabric Covers and Tubes.

Size.	Plain Tread Covers	"Paragon" Tread Covers	"Cross" Tread Covers Covers	High Grade Gray Tubes	High Grade Red Tubes
30 x 3	$14 75	$14 75	$16 25	$2 25	$2 75
30 x 3½	14 50	14 50	18 00	2 60	3 25
31 x 3½	19 2	19 25	.....	3 50	3 85
32 x 3½	23 50	23 50	25 50	3 55	3 90
31 x 4	23 00	23 00	26 00	4 00	4 45
32 x 4	30 25	30 25	33 25	4 55	5 05
33 x 4	32 00	32 00	35 00	4 70	5 20
34 x 4	33 00	33 00	36 25	4 95	5 50
35 x 4	34 25	34 25	.....	5 15	5 70
36 x 4	34 75	34 75	.....	5 35	5 90
32 x 4½	.....	.....	42 50	5 75	6 35
33 x 4½	40 50	40 50	45 50	6 00	6 60
34 x 4½	42 00	42 00	47 50	6 05	6 65
35 x 4½	44 00	44 00	49 75	6 20	6 80
36 x 4½	45 25	45 25	50 75	6 40	7 05
37 x 4½	46 75	.....	.....	6 55	7 25
35 x 5	51 25	51 25	59 00	7 30	8 00
37 x 5	54 25	54 25	62 50	7 70	8 50

DOOR KNOB PRICES LOWER

Toronto.

There has been a slight reduction in prices on the porcelain rim and mortice door knobs.

SOIL PIPE MARKETS STILL SHOW VARYING PRICES

Toronto.

While the quotations on soil pipe and fittings are still unchanged on the local markets, the question as to probable future developments is naturally receiving a great deal of attention throughout the trade. One distributor expressed the opinion that if the prevailing low levels are maintained in Montreal for any length of time, such a situation was more or less bound to directly affect the Ontario markets, and future discount changes are looked for. On the other hand, the expectation prevails in some quarters that quotations in eastern centres will again be revised to the previous existing levels, as soon as the current stocks of soil pipe are disposed of at the prevailing discounts. Another viewpoint covered the possibility of these easier price levels being offered on soil pipe and fittings in order to attract other business in similiar commodities. Whether such a condition would meet with much sucecss, cannot be immediately ascertained. However, the current situation provides an extraordinary precedent in the wide range now evident between quotations given on the two chief distributing centres in Eastern Canada. Nominal unchanged discounts on soil pipe and fittings are as follows:

SOIL PIPE—	
2 inch	25%
3 inch	30%
4-inch	30%
5 and 6 inch.	30%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	40-10%
8 inch fittings	net

PRICE SHADING APPEARS ON RANGE BOILERS

Toronto.

To state that the nominal price list on range boilers is apparently again in danger, would indicate that some distributors of these products are quoting prices on the 30-gallon standard size boilers at a lower level than those recently established. Quotations of $8.50 and $8.75 on this size, are reported to have made their appearance in certain quarters, and when this is compared with the nominal price of $9.25, the disturbing elements which developed in the range boiler markets some weeks ago, are again revived The majority of the local distributors, however, are maintaining the nominal list, which is as follows:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$ 9 25	$ 11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00
144 gallon	.....	76 00

COPPER SCRAP OFFERINGS ATTRACT INTEREST

Toronto.

While dullness continues to reign in most sections of the scrap material markets, the exception is at present in copper and other similar metals. Scrap rubber is also showing more life, this factor being attributed to the demand from southern markets.

Higher offerings have appeared for copper scrap, and quotations have generally moved up on copper wire, yellow brass, and heavy lead. The iron and steel scrap, continues quiet. Following are the average dealers' nominal quotations for fairly large quantities :

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	9 50	10 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	5 50	6 00
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 00	16 00
Stove plate	11 00	12 00
Grate bars	10 00	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	9 50	10 50
Light copper	7 75	8 25
No. 1 composition	8 25	8 75
No. 1 comp. turnings	6 25	6 75
Light brass	3 25	3 75
Heavy yellow brass	5 25	6 00
Heavy lead	3 75	4 00
Tea lead	2 00	2 50
Scrap zinc	3 50	4 00
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	1 50	2 00
Auto tires	0 50	1 00
Solid tires	0 75	1 25

BAR IRON AND STEEL HOLDING AT RECENT NEW LEVELS

Toronto.

No further changes have been made on bar iron and steel prices since the revision to lower levels announced recently. There are easier tones reported from primary market centres, but the seasonal quietness is now approaching and both inquiries and demand are described as being of a very moderate character. Following are the current quotations:

Mild Steel bars, base	3 00	3 25
Mild steel bands, 3-16 in. base	3 50	3 75
Bar iron, base	3 00	3 25
Angle iron, base	3 10	3 35
Horseshoe iron	3 75	4 10
Tire steel	3 50	3 75
Spring steel	5 50	6 00
Crucible cast sheet steel	30 00	35 00
Mining drill steel		18 50
Cast tool steel, high grade	20 00	23 00
Cast tool steel, medium	30 00	36 00
Sleigh shoe steel	3 00	3 25
Hoop steel	4 50	5 00
Toe caulk iron	4 00	4 50
Norway iron	12 50	15 00

SHADING NOMINAL PRICES ON CANADA PLATES

Toronto.

Some lower prices have appeared on the local markets on Canada plates. This situation is attributed to certain endeavors on the part of some dealers to reduce stocks on hand. A quotation of $5.35 for Canada plates was recorded in one quarter, while the nominal level on the ordinary 52's is $5.60. It is stated, however, that such price cutting was not surprising where stocks may be heavy; and where an attractive inquiry offered a special inducement to lower levels. Following are the nominal prices on these products still prevailing:

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 sheets	16 00
IX, 20 x 28, 112 sheets	19 00
1X, 20 x 28, 56 sheets	12 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

SHEET MARKETS NOW LACK THE OCTOBER "SNAP"

Toronto.

While fluctuating conditions prevail on the primary steel markets, the current demand for sheets and plates is naturally of a slightly modified nature. The tone of these products has been well maintained throughout recent weeks having provided the brightest feature of the industry. The difference between the prevailing attitude in the sheet markets, and the strength evident during October was described by one distributor in the statement that "the market lacks snap."

The demand for sheets in primary circles has also undergone a decrease, but the domestic situation is said to be holding fairly well. Following are the average nominal quotations on sheets and plates at present prevailing on the local markets:

BLUE ANNEALED—		
10 gauge, base	4 00	4 50
12 gauge	4 05	4 55
14 gauge	4 10	4 60
16 gauge	4 15	4 65
BLACK—		
18—20 gauge	4 55	5 05
22—24 gauge	4 60	5 10
26 gauge	4 65	5 15
28 gauge	4 75	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis
28 gauge	9 25	8 75
26 gauge	9 00	8 50
24 gauge	8 40	8 10
22 gauge	8 05	7 65
18 and 20 gauge	7 35	7 50
Premier and Apollo.		
10¾ oz	6 50	7 00
U. S. 28 base	6 10	6 60
U. S. 26	5 80	6 30
22 and 24	5 65	6 15
18 and 20	5 50	6 00
16	5 35	5 85
12 and 14	5 20	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

FIRM TONE RECORDED IN LEAD AND ZINC GOODS

Toronto

A firm market tone continues to prevail in lead and zinc products, with prices on these lines at present holding unchanged. The various fluctuations recently evident on the primary tin and lead markets have not been of sufficient extent to directly affect prevailing domestic quotations on these products, and the manufactured articles are marking time. Manufacturers and distributors report a fairly brisk demand, with the current volume of business as satisfactory for this season of the year. The quotations follow:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 3 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 29
Do., strictly, lb.	0 22
Do., commercial, lb.	0 20
Do., guaranteed, lb.	0 24
Do., wiping, lb.	0 20
Zinc sheets, per lb.	0 13

VACUUM SWEEPERS AND ELECTRIC IRONS IN SEASONAL SALE

Toronto.

Current reports from dealers indicate that vacuum sweepers are enjoying a good Christmas demand. Many merchants are meeting with fair success by including these products among the foremost of seasonable suggestions.

Another Christmas line at present showing marked activity is electric irons and toasters. Wholesalers record these lines among the many winter goods with an increase in the volume of sales.

TOY MARKETS REGISTER EARLY ACTIVITY

Toronto

The primary toy markets are now fairly active. Stocks generally, both wholesaler and retailer, are now in good shape, and prepared for an active season. Early Christmas shopping is being advocated, and exhibitions of toys attract prompt attention. Many dealers report a fair proportion of sales, and generally anticipate a brisk volume of activity in toys and specialties.

BRISK SEASON FOR MANY SPORTING SUPPLIES

Toronto.

Sporting goods are attracting marked attention at this season of the year; this activity being accentuated by the advent of winter, coupled with the approach of the Christmas season. Hockey outfits, particularly sticks and skates, are in strong demand. Indoor gymnasium supplies such as shoes, nets, volley and basket balls, boxing gloves, and indoor baseball goods, all share in this movement.

BRISK DEMAND FOR TWINES; ROPE MOVEMENT SLOW

Toronto.

Twines continue to be in fairly good demand, with prices holding at recently revised levels. On the other hand, the current rope movement is described as slow, which is usual at this time of the year. Stocks are said to be fair, with rope and cordage quotations unchanged.

BRISK MOVEMENT STILL NOTED IN STOVE ACCESSORIES

Toronto.

Stoves, furnaces, stove pipes, elbows, and other stove accessories continue to enjoy good sales during the seasonal movement in these products. Prices are at present holding unchanged.

LONDON MARKETS

LONDON, December 1.—Price changes on the current hardware markets cover many lines of Disston saws; knife handled wrenches; agricultural wrenches; sand paper, and emery cloth. There is also another new list on shoefinder's tacks, while wood jacketed cans are quoted at slightly lower levels. Splitting wedges also have reduced quotations this week.

Business is reported to be steadily good again, with a seasonable increasing demand for Christmas lines. The mild weather has somewhat retarded the sale of cold weather goods, but winter commodities are registering a fair movement, and the total volume of trade is looked upon as generally satisfactory.

MANY LINES DISSTON SAWS RECORD EASIER PRICES

London, Ont.

Among the price reductions announced this week, is a decline on the Henry Disston line of saws. The reduction recorded on these products is of varying extent on the separate lines, being as high as 10 per cent. on tenon saws; with a variation on other grades between 5 and 10 per cent., such as compass saws; and a change of around 5 per cent. only on hand, rip, panel, and butcher saws.

Following are some of the new prices on popular lines:—

DISSTON SAWS—
No. 8 Hand Saws—18 in., $30.25 doz.; 20 in., $33.30; 22 in., $3585; 24 in., $38.40; 26 in., $40.35.
Back Saws—No. 4 x 10 in., $25.30 doz.; 12 in., $28.60 doz.; 14 in., $32.40; 16 in., $35.85.
Compass Saws—No. 4 x 12 in., $7.65 doz.; 14 in., $7.90.
Brick Trowels—No. 5 x 10½ in., $19.60 doz.; 11 in., $20.65; 11½ in., $21.40. No. 10, $21.40; 11 in., $22.35; 11½ in., $23.35.
Plastering Trowels—No. 21, 11 in., $23 doz.; 11½ in., $24. 25; 12 in., $25.60. No. 121, 11 in., $23; 11½ in., $24.25; 12 in., $25.60.

KNIFE HANDLED WRENCHES ALSO LOWER IN PRICE

London, Ont.

A reduction has also been made in knife-handled wrenches, and the new prices represent a decline of approximately 20 per cent. Following are new quotations:

KNIFE HANDLED WRENCHES—6 in., $10.50 doz.; 8 in., $12.60; 10 in., $15.40; 12 in., $19.60; 15 in., $26.50; 18 in., $33.50; 21 in., $40.50.

REVISED DISCOUNT ON AGRICULTURAL WRENCHES

London, Ont.

Agricultural wrenches are again lowered in price through a revision in discounts. The new quotation is list less 50 per cent., and following are some of the new net prices on this line. They are in the neighborhood of 20 per cent. lower than former prices:

AGRICULTURAL WRENCHES—6 in., $5.00 doz.; 8 in., $6; 10 in., $7; 12 in., $9; 15 in., $12.

ANOTHER NEW LIST ON SHOEFINDER'S TACKS

London, Ont.

Another new list on shoefinder's tacks has now been issued. This further revision gives lower quotations on various lines such as brass wire rivets. heel or shoe nails; hob and hungarian nails; channel nails and also shoe tacks. The recent list which was issued in October is naturally superseded.

WOOD JACKETED CANS AT SLIGHTLY EASIER PRICES

London, Ont.

The wood jacketed cans are quoted a little lower in price this week, and the revised range of quotations are as follows: 2-gallon size, 75c. each: and the 5-gallon size, at $1. each.

SAND PAPER AND EMERY CLOTH PRICES LOWER

London, Ont.

A reduction of approximately 5 per cent., has been announced in prices on sand papers, and also emery cloth. The new quotation on sand paper is list less 5 per cent., compared with the previous quotation of net list: while the emery cloth discount is changed from list plus 33-1/3 per cent., to list plus 25 per cent. The current sale for these products continues to be of a fairly satisfactory nature for this season.

SPLITTING WEDGES HAVE REDUCED QUOTATIONS

London, Ont.

Splitting wedges are slightly lower in price this season, for both the Common and Truckee patterns. The Canadian make is quoted at 16½ cents per lb.

SHOE CAULKS IN DEMAND DUE TO ICY ROADS

London, Ont.

Many dealers report that the icy conditions of roads during the past few days has stimulated the sale of Neverslip shoe caulks. Prices are holding unchanged on this line. with the following quotations prevailing:

SHOE CAULKS—No. 1 and No. 4 x 5-16 inch, $3.10 per 100; ⅜ inch, $3.10; 7-16 inch, $3.30; ½ inch, $3.30; 9-16 inch, $3.50; ⅝ inch, $3.50.

COMBINATION STORM DOORS IN FAIR DEMAND

London, Ont.

The combination line of storm and screen doors are proving popular, at this season, and a good demand for these products is recorded. Quotations on the Sanderson-Harold make, No. 80, continue at the recent revision of $64. per doz.

ELECTRICAL APPLIANCES ENJOY SEASONAL SALE

London, Ont.

Dealers report a good seasonal sale for electrical appliances at present, including such products as electric irons, heaters, toasters, and grills. The quotation on the Canadian Beauty line of irons and toasters remains at list, less 27 1-2 per cent. While the Majestic heater prices are as follows: No. 7, $11.00 each: No. 8, $16.00 each, both quotations are less 27 1-2 per cent.

KIDDIE KARS RECORD GOOD CHRISTMAS DEMAND

London, Ont.

Among the numerous Christmas toys enjoying a good seasonable movement, are Kiddie Kars. Dealers report a good sale for these products at present. Quotations remain unchanged as follows; No. 3, $1.75 each; No. 4, $2.08 each.

BRISK SEASONAL MOVEMENT IN WEATHER STRIP

London, Ont.

The current sale of weather strip continues good, and prices remain unchanged. This seasonable line is recording a fairly brisk movement at present. The quotations on the Frost King, are $5.00 per dozen packages: while wood and felt, remain at 45 per cent. off list.

MERCHANTS READY FOR ICE SKATING SEASON

London, Ont.

Sorting orders for skates are reported as very good during the past week, as many merchants are now getting their stocks into shape in preparation for the approaching skating season. Prices are holding unchanged; the quotation on the Starr line remaining at list less 30 per cent. Bobs sidewalk skates are priced at 47 cents per pair.

TURPENTINE QUOTATIONS NOW STEADY: DEMAND FAIR

London, Ont.

The quotations on turpentine remain unchanged this week, with the market tone firm and the strength in primary circles remaining in fair evidence. The current demand is only fair. and the following quotations prevail:

TURPENTINE—	Imp. Gal.
1 barrel lots	1 25
2 and 4 barrel lots	1 24
5 gallon lots	1 40

LINSEED OIL SALES IN SMALL QUANTITIES

London, Ont.

Linseed oil quotations still hold unchanged on the local markets, with present sales only in small quantities The prevailing price levels on both raw and boiled are as follows:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per Imp. gal.	0 87	0 90
3 to 5 bbls., per Imp. gal.	0 86	0 89
6 to 9 barrels., per Imp. gal.	0 84	0 87

Less barrels add 15 cents gallon.

PUTTY MOVEMENT CONTINUES IN FAIR PROPORTIONS

London, Ont.

A good movement is reported in putty, and quotations continue to remain unchanged at recent levels. Following are prevailing prices:

PUTTY—	
Standards, 100-lb. drums, per 100 lbs.	6 30
Standard. 25 lbs., per 100 lbs.	6 55
Pure, 100 lb. drums, per 100 lbs.	7 80
Do., 25 lb drums, per 100 lbs.	8 05

WINNIPEG MARKETS

WINNIPEG, December 1—Some important price changes are recorded this week in the hardware markets. A feature in the revisions provides lower quotations on many lines of galvanized products, such as corrugated sheets, eavestrough, conductor pipe, metallic siding, and shingles. Other reductions appear on rope, genuine crescent wrenches, general purpose wrenches and brass ladder chain.

PRICES ON BRASS LADDER CHAIN SLIGHTLY LOWER

Winnipeg

Prices are slightly lower this week on Brass Ladder Chain. Following are the latest quotations:

BRASS LADDER CHAIN—	
No. 17, per dozen yards	$ 1 30
No. 18, per dozen yards	1 15

WRENCH QUOTATIONS REVISED TO LOWER BASIS

Winnipeg.

New lower prices are quoted this week on general purpose wrenches. Following are the revised prices:

WRENCHES—	
No. 75, per dozen	$ 1 95
No. 76, per dozen	2 50
No. 77, per dozen	3 14
No. 78, per dozen	4 10
No. 79, per dozen	5 40

REDUCED PRICES APPEAR ON SIDING AND SHINGLES

Winnipeg.

A decline of approximately 6% has been announced on metallic siding and metallic shingles. This change is also in accordance with the recent revision in prices on other lines of sheet manufacture. Following are the revised net prices;

SIDING AND SHINGLES—	Per square
Galvanized metallic siding, medium	$ 7 65
Painted metallic siding, medium	5 85
Galvanized metallic shingles, medium	9 00
Painted metallic shingles, medium	6 98

DOWNWARD REVISION IN CORRUGATED SHEETS

Winnipeg.

Another downward revision of prices has been announced on corrugated sheets. This decline is attributed to the easier tone in the markets generally, particularly on galvanized sheets. The new quotations are as follows:

CORRUGATED SHEETS—	Galv.	Painted.
28 ga., per 100 sq. ft.	6 75	5 63
26 ga., per 100 sq. ft.	7 43	6 30

GENUINE CRESCENT WRENCHES SHOW PRICE REDUCTION

Winnipeg.

New lower quotations are now given on the various sizes of genuine crescent wrenches. Following are the net prices in effect.

CRESCENT WRENCHES—	
4 inch, per dozen	$ 9 40
6 inch, per dozen	9 40
8 inch, per dozen	11 60
10 inch, per dozen	14 40
12 inch, per dozen	21 60
15 inch, per dozen	32 50
18 inch, per dozen	46 80

SLIGHTLY LOWER PRICES ON ROPE AND CORDAGE

Winnipeg.

Quotations on rope have been reduced this wek; the extent of the decline however, showing slight variation. Following are the revised price levels:

SISAL—¼ and 5-16, 20½c per lb.; ⅜, 20c; 7-16, ½ and 9-16, 19½c; ⅝, 19c; ¾ and larger, 18½c.

BRITISH MANILA—¼ and 5-16, 22½c per lb.; ⅜, 22c; 7-16, ½ and 9-16, 21½c; ⅝, 21c; ¾ and larger, 20½c.

PURE MANILA—¼ and 5-16, 26½c per lb.; ⅜, 26c; 7-16, ½ and 9-16, 25½c; ⅝, 25c; ¾ and larger, 24½.

SISAL LARIAT—3 x 7-16, 23½c per lb.; 4 x 7-16, 24½c.

MANILA LARIAT—3 x 7-16, 29½c; 4 x 7-16, 30½c.

LATH YARN—18½c per lb.

LOWER QUOTATIONS ON EAVESTROUGH AND PIPE

Winnipeg.

The winter weather has had its effect on the current movement of these lines. Sales are reported as falling off. Prices have been reduced which is in keeping with the easier markets. Following are the revised prices:

EAVESTROUGH—O. G. sq. bead— 8 in., $5.48 per 100 ft.; 10 inch, $6.08; 12 inch, $7.29; 15 inch, $1013.

CONDUCTOR PIPE—Round or corrugated — 2 inch, $6.69 per 100 ft.; 3 inch, $7.70; 4 inch, $9.72; 5 inch, $13.77.

PITTSBURG MARKETS

PITTSBURGH, December 1st.—Despite the allegedly dull steel market in the past six weeks production is fully up to the rate in October, and of course the production is entirely against orders since the mills would not think of stocking any steel. It is a matter of comment in the trade now that there is quite a divergence between the tales that are told of the market being "dull" and the circumstantial evidence of the actual production. One point that helps to explain is that a few weeks ago, when mills were making a drive to fill up so that they could advance their prices, there was some business placed for delivery to the end of the year, and the mills are making shipment of such tonnage now while the buying does not count as present day business.

Rate of Production

The Steel Corporation has been operating at between 50 and 55 per cent in the past three weeks. Some independents are running at approximately this rate, while rates in other cases range down to 40 per cent.. and as for many months past a number of small independents are closed entirely. All told, the steel industry seems to be operating at fully 45 per cent of capacity, or within a couple of points either way of that figure. October showed an average operation of 44 per cent, the highest rate since last February.

At the beginning of October sheet mills showed the highest operating rate among finishing departments, wire mills and pipe mills coming next and being approximately on a level with each other. Since then sheet mill operations have fallen off very considerably while wire mill operations have fallen off a trifle, pipe mill operations have greatly increased, so that the pipe mills are well in the lead of other finishing branches. There has been consistent improvement in demand both for standard pipe and for oil country goods generally, while there has been very fair buying of line pipe. The pipe mills are operating at an average rate of 70 per cent or higher, while sheet mill operations fall somewhat below 70 per cent. and wire production is lighter still. Tin mills are running at between 60 and 65 per cent. Operations at bar, shape, plate and rail mills are decidedly light, but on the whole have improved a trifle in the past few weeks.

Last Friday the American Sheet & Tin Plate Company (Steel Corporation) opened its books for first quarter businnes in sheets, prices being 2.25c for blue annealed sheets, 3.00c for black sheets and 4.00c for galvanized sheets. Prospects are that these prices will hold and the market be stabilized. If the independents cut the prices the Steel Corporation wil experiment with lower and lower prices until it finds a schedule the independents do not cut. A week before the announcement was made that books were open for first quarter business some independents were quoting black sheets at 2.75c, possibly less in a few instances, and galvanized at 3.75c, but the extreme prices were withdrawn, presumably in fear that the corporation would name them for first quarter. The black and galvanized sheet prices are those reached by the advance in September, but the blue annealed is the old price, ruling prior to the September advance, which did not hold. It is needless to remark that the advance attempted in October by some independents, to 2.75c for blue annealed, 3.25c for black and 4.25c for galvanized, turned out a joke. If an advance of a reasonable amount had been attempted there is a bare possibility it would have succeeded.

Prices on standard steel pipe and oil country goods are maintained by Steel Corporation pipe subsidiary and are being cut a trifle by nearly all the independents, though perhaps no more deeply than a few weeks ago. The difference is not enough to draw trade away from the corporation. In line pipe the cutting is very deep, below the regular cost of production, but the mills taking business at the extreme prices probably count upon the increased operation reducing their costs in the aggregate, and thus making up in that manner.

Bars, shapes and plates are a shade easier each week, though there are no regularly quotable declines. There is merely a gradual softening.

Developing Trade In Specialty Lines

Good Margin of Profit on Specialties Should Maintain Revenue in Paint Department in Cold Weather—Selecting Various Specialty Lines for Special Treatment—Stimulating Sales of Stovepipe Enamel—Pre-Christmas Business

THE SEASON for many paint and varnish specialty lines is now in full swing and much of the work which necessitates the use of these lines will be done between now and the Christmas season. Many folks like to brighten up the home for the festive season with its usual homecomings of the various relatives, and there is also much work of a protective nature to be undertaken in and out of doors before the rigors of winter definitely settle upon us.

Bearing out the predictions which have been made, and responding to the stimulating slogans which have been prepared for 1922 paint business, it is likely that next year will see a great volume of paint business possibly greater than has been enjoyed this year. But while it is right to go ahead with plans for 1922 it should not be overlooked that the month of December presents the last month in which to round out a good paint year for 1921 and there are splendid possibilities to be developed in connection with paint business in December. These will be touched upon briefly.

Pride In Home

Firstly, pride in the home encourages the owner to take steps to give it the best possible appearance for the Chirstmas season. Many visitors come at this season of the year and neighbors who at other times may be distant in a social way, flock in, in response to the Christmas urge and interest in Christmas decorations, gifts, etc. Hence the appeal to the pride of the housekeeper will result in considerable pre-Christmas trade in many specialties The use of circular letters to certain well known customers, the use of "ads" and window and store displays can be applied with this idea in mind. The percentage of profit on specialty lines is generally greater than on house paint and staples, and so when the cold weather curtails the sale of the latter there is no reason why profits cannot be maintained in the paint department by stimulating the sale of the specialties.

Stove pipe enamel is a line which comes in for much use at this season of the year. Stove and furnace pipes have but recently been taken from the cellar and pressed into service for another winter. In many cases these pipes will be slightly rusted, or perhaps a new section or two is required and which it is found does not match with the finish on the old pipes. A new coat of enamel must be applied to all such pipes in order to give a uniform appearance. A good opportunity is also presented to sell paint brushes to apply the enamel. It is particularly necessary to have a good brush in order to get the best effect from the application of enamel.

W. A. A. CHOWN

Who, as announced in the last issue of Hardware and Metal, has been elected a director and appointed assistant general manager of Beniamin Moore and Company, Toronto.

Display of Enamel

A store or window display can be arranged to demonstrate effectively the value of stove pipe enamel. A rusted section of pipe can be half painted with enamel to show the contrast. Window cards can then be used to advantage to direct attention to the money which can be saved by renovating pipes and keeping them in shape from season to season. A display of brushes suitable for applying this enamel can be shown in conjunction. A good way of selling these lines is to show a brush with a pint can of the various lines and quote a price on the outfit, mentioning the various uses to which the line can be put. Few people will not be led to ask themselves "What could I refinish with that outfit?" This plan used for selling stovepipe enamel might be supplemented with some information as to the number of feet of ordinary pipe which could be covered with a pint of enamel.

It would pay the hardware merchant to take a certain specialty line such as enamel for stovepipes and make a consistent drive upon its sale for certain days, using window displays, demonstrations, etc. The value of keeping interest in paint products alive during the winter combined with the opportunities for the sale of specialty lines and brushes, and of bringing many customers to the store where they may be influenced by displays of other lines, justifies any such concerted action which may be taken by the merchant.

Other specialty lines will be dealt with similarly in the next and succeeding issues of Hardware and Metal.

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Significant Words These!

"Words are like money; there is nothing so useless, unless when in actual use."
—Samuel Butler.

TWO mornings previous to this writing there came to us a few words from The P. Hymmen Company, Limited, one of the largest and most modern Hardware Establishments in Kitchener.

Free from effusiveness, but in the simple, direct, pithy style, characteristic of his manner, Mr. Homer Hymmen, Vice-President, wrote:

"Nothing gives us more satisfaction in the selling than your products. By this I mean to convey the idea that we have such *explicit* confidence in your goods, that when a customer talks paint we immediately get enthusiastic—because we know that we are endeavoring to sell a line that will give him perfect satisfaction. This confidence goes a long way to increase sales. Our customers have repeatedly exalted the performance of 'High Standard' Paint."

Gratefully we make useful Mr. Hymmen's words—which are but the instruments through which he expresses a sentiment—that they may increase in value as they are read.

Not our *claims*, but the other fellow's *experience*, is what you want to know. Not Paints and Advertising, but RESULTS is what you wish to buy.

We appreciate this.

Lowe Brothers, Limited.
PAINTMAKERS - VARNISHMAKERS
TORONTO - CANADA

If interested tear out this page and place with letters to be answered.

Prohibition Of White Lead In Paint

Memorandum Presented at International Labor Conference at Geneva Concerning Use of White Lead in Paint Was Partisan in the Extreme According to Canadian Manufacturers—Propaganda Favoring White Zinc Has Had Little Effect

Written for Hardware and Metal by R. H. Monk, Vice-President McArthur, Irwin, Ltd., Montreal.

AT THE International Labor Conference, which met at Geneva on October 25th, one of the questions discussed was the prohibition of the use of white lead in paint. The duty of the International Office was to issue to the countries taking part in the Conference a fair presentation of the facts and arguments for and against prohibition, especially as quite a few of the representatives were not conversant with the pros and cons of the subject. The memorandum actually issued can best be described as partisan in the extreme, having the ear marks of haste and inefficiency. It is exactly propaganda designed by parties interested in the rival pigment, zinc oxide. This fact should be borne in mind in considering the outcome of the discussion on this subject at Geneva.

The argument to be presented for the use of white lead may be summarized under the following heads:

(a) As the main source of poisoning is the creation of dust, the choice between White Lead and other pigments is not a choice between a poisonous pigment and a non-poisonous pigment.

Nothing has been more definitely established during the investigation than that the problem of paint poisoning is essentially one of dust. The paramount importance of dust, especially metal dust, is emphasized in all medical literature on the subject.

Dr. Legge, H. M. Medical Inspector of Factories, writes in his report for the year 1918 that "on the practical side little more is to be learned as to how lead poisoning is caused, and it can be taken as axiomatic that all risk lies in the inhalation of dust or fumes. These removed or prevented there would be no lead poisoning."

Going further still, Sir Kenneth Goadby has shown that while lead is a specific poison, zinc products are not innocuous, and when inhaled in the form of dust produce definite changes in the body, their pathological effects and their rate of development being slower and more insidious than for lead. This view is strikingly confirmed by the rapid and continuous decrease of cases of lead poisoning in white lead factories, due to the introduction of regulations to prevent the inhalation of lead dust. In 1899, 388 cases fell to 19 cases in 1919, a decrease of 97½ per cent.

(b) That the volatile constituents of the liquids used in painting are responsible for sickness among painters to a greater degree than the pigments during the application of the paint.

Risk From Volatile Thinners

It has become common knowledge that when painting in confined spaces workers are subject to grave risks from exposure to the vapors from volatile thinners, such as turpentine and its substitutes. These are the constituents of all paint, with a metal base, whether lead or zinc, and as the painter usually stands within 18 inches of the surface to be painted, the toxic effects resulting have a very important bearing upon the statistics of painters' poisoning.

Sir Thos. Oliver in "Disease of Occupation and Vocational Hygiene," says: "The symptoms of severe headache, nausea and sickness developed too soon after exposure to the paint for lead to be their cause. The symptoms must, therefore, be due to the inhalation either of the vapors of turpentine alone, or combined with the emanations from Linseed Oil." Kidney diseases, especially Bright's disease and gout, while common to painters, are almost unknown among workers in White Lead factories, who are directly exposed to the dangers of lead.

(c) That the comparative mortality in the different occupations shows that the death rate for the painters' group is in no way excessive or abnormal; it has been decreasing more rapidly than the total mortality rate and is much lower than the mortality of other groups ordinarily considered to be healthy.

It is not possible for reasons of space to publish many valuable statistics to show that the general health of painters and lead workers compares most favorably with that of other group occupations. It must not be forgotten that the diagnosis of lead poisoning is most difficult and requires special training and experience, and it is irrefutable that very many cases of sickness are wrongly attributed to lead poisoning. If the individual has been a lead worker it is easy, but frequently erroneous, to conclude the symptoms owe their origin to the worker's occupation. A test recently carried out showed that only 38 per cent. of the cases ascribed to lead poisoning were actually due to this cause.

Little Lead Poisoning.

The most striking figures which could be cited are those obtained from the statistics of one of the best known benefit societies which includes among its members all classes of artisans. This gives a comparison of 1651 painters, with 32,033 other workers, with the following results:

	Percentage Claiming Benefit	No. of Days Sickness per member at risk
General Group ..	18	5.8
Painters	11.1	4.1

Only one case of sickness was ascribed to lead poisoning, and three cases to colic among the painters' group.

The death rates among the painters at the time of the last English census were at every age period lower than those of the group "Occupied Males of Industrial Districts."

A general examination of the mortality figures shows that there is every reason to believe that the risk of paint poisoning is not more than an ordinary industrial risk.

The subject of lead poisoning has been investigated by commission of inquiry in a number of European countries. Of these investigations, the general conclusions arrived at in that of Geneva are characteristic. They were as follows:

(1) White Lead as used for painting does not constitute a social danger necessitating a measure so extreme as prohibition.

(2) White Lead is a necessity for which Zinc Oxide is not an all round substitute.

(3) Lead dust may be avoided by the use of White Lead ground in oil, and by preventing scrubbing down or dry pumice-stoning, or burning off of all paint.

(Continued on Page 64)

R. H. MONK

Vice-President McArthur, Irwin Limited, Montreal, who gives Hardware and Metal readers a comprehensive review of the facts concerning the use of white lead in paint, particularly in view of recent labor agitations for its curtailment in paint manufacture.

"If is a matter of great surprise that Mr. Roy the Canadian Trade Commissioner in Paris, supported, at the Geneva Conference, the resolution prohibiting the use of white lead.

"When the Master Painters' Association of Canada assembled in convention this year, at Ottawa, they unanimously passed a resolution placing themselves on record that they could not follow their vocation and do satisfactory work without white lead. This body of men represents the house-painter and decorators of the Dominion of Canada and are the users of white lead. Surely their view should have been supported by Mr. Roy, who, it is known, has not made a particular study of the subject."

—R. H. Monk.

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Need Goverment Action Re Lead

Without Governmental Support Recommendations of Labor Conference Will Not Be Effective, Says Paint Manufacturer—Desire to Stimulate Zinc Industry at Root of Discussion—Canadian Labor Not Unfavorable

DISCUSSING with Hardware and Metal the recommendations of the International Labor Conference at Geneva concerning the restriction or elimination of white lead from paint, W. S. Fallis, vice-president and managing director of the Sherwin Williams Co., stated:—

"It appears that what the International Labor Conference has done at Geneva is to practically sustain the French case for prohibition, as against the British case for regulation, as these were the two countries which took the lead in presenting these alternatives. It is true that the recommendation for prohibition has been modified to permit the use of 2% of lead in paint for exterior work, but this percentage is so small as to be quite negligible.

"It is not necessary to enter into a discussion as to the respective merits of lead as a paint pigment, or the substitutes which supporters wish to have adopted, because extended investigations have been made in Europe and also in America, and results have been obtained which can be verified by anyone sufficiently interested in the matter. The important part to note is that the action taken by the International Labor Conference is not binding in any country until definite action has been taken upon the Conference's recommendation by the country's Government. In the case of France, and those continental countries where the lead industry is not important, such Governmental action will in all probability be taken. On the other hand, it is extremely improbable that in Great Britain, or in the United States, or in any country where the lead industry is an important one, the Government will confirm the recommendation of the International Labor Conference.

"The supporters of prohibition base their argument upon the poisonous properties of lead, but as a matter of fact, they made use of this argument only because it has been the basis of all previous agitation for prohibition.

"Unquestionably they wish to stimulate the zinc industry, which is an important one in such countries as France and those which lent their support to the case of prohibition.

"The attitude of Labor in general on this side of the Atlantic is not unfavorable towards the use of white lead in paints, and its use in paints has been so safeguarded by careful processes of manufacture that cases of lead poisoning are extremely rare. It is difficult to see why action should be taken by either the Canadian or American Governments unless they are urged thereto by some responsible body of opinion.

"I think this agitation is made in the wrong direction. If the delegates attending this Geneva Conference had passed resolutions requesting Labor to use more white lead as a protector against the climatic conditions, such as temperature changes, rasping winds, excesive heat and moisture which visit their homes continually, carrying on destructive waste night and day, never ceasing, then I would say they had taken some action in protecting their hard earned savings, and taking into consideration the value of white lead, let us hope that it may continue to be with us and in a 100% pure form—J. H. Conover, General Manager Martin Senour Co., Montreal.

No such opinion appears to exist at the present time, and it is therefore, quite unlikely that the recommendation of the Conference will—as far as the paint trade on this continent is concerned—become anything more than an abstract question."

J. H. Conover, general manager, Martin-Senour Co., Montreal, discussed this matter as follows:

"My personal memory and experience, covers a period of twenty-five years of direct contact with lead products, and during the last sixteen years have been associated with a large staff of operators who handle this product in all states of manufacture, from the pig lead to the liquid form, including as well the application through the various services, and I cannot recall one specific case of serious injury to the hundreds of operators who have spent many years in this particular occupation. We sometimes hear of "painter's colic," but this is due more directly to the volatile liquids used in the manufacture of paint products and usually in paints that contain no white lead at all.

"To prohibit the use of white lead, which is the base of all reliable films, would not only cause most serious loss to any country, but the disagreeable fumes would still be with us, and in my opinion, while the fumes are not of a health-wrecking nature, some are very disagreeable to the operator when applying."

Royal Cluxton, manager of The Canada Paint Co. Montreal, points out that the general opinion is that the recommendation as sponsored by France that the pure white lead in oil be limited to 2% of the ingredients of paint for exterior work, and prohibited for interior use, was put forward purely from a selfish standpoint as France produces no white lead whatever but on the other hand enjoys a very substantial Zinc oxide business. The appeal was also said to have been made on the grounds of white lead being injurious to the health. "Moreover, this is an appeal to ignorance as modern medical practice has proved that the white lead and painting industry maintains as high an average of health as any other trade or profession," said Mr. Cluxton.

"This whole proposition has been tabled for six years and even at that time if the Labor Board could succeed in securing favorable consideration from the allied Governments, it would have to have the individual approval of Canadian Government before becoming effective and it is not at all likely that either the Canadian Gavernment or the American Government would approve of any such measure."

Want High Quality in English Cutlery

MONTREAL—"The aim of the English cutlery manufacturers today is to attain the highest possible excellence of quality through superiority of workmanship," said H. Laughton, representing George Butler & Company, Ltd., Cutlery and Electro-plate manufacturers, Sheffield, England, to HARDWARE AND METAL.

According to Mr. Laughton, England had lost much of her standing as a chief exporter of cutlery. and other steel products, during the war years. She was now out to regain her position, and the best way considered was to reach a further standard of quality. At present the body of cutlery was of better quality even than pre-war output, but the finish of the article must be improved. During the war, and even up to the present, the workmanship was handicapped because skilled labor was not as plentiful as before 1914. This would however, soon be overcome.

"We must admit German competition can excel us on the finish of her cutlery, but we find that the body or quality is not there. German goods can be seen on the English market, but not to any extent," replied Mr. Laughton to the question of the re-establishment of German cutlery trade.

The return to normal in England was stated to be gradual. The chief obstacles in the past being labor difficulties. However, the improvement if slow, was described as of a healthy character, offering encouragement even if a good amount of patience was required.

Only 20 Days to Christmas!

Just enough time to bring the Agate Family to the Front. This wonderful little family will make cheerful the homes of your customers.

It just needs your pleasant suggestions of how the scratched and marred furniture or woodwork can be made ready to add extra cheer to the Christmas home-coming.

Remember the profit to you for the happy suggestion.

Don't forget, the jolly Agate Family makes Christmas happiness.

We can make express shipments if you are short.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paint and Varnish since 1842

Montreal

Toronto 49 Colborne St.

Winnipeg 123 Bannatyne Ave. E.

Vancouver 167 Pender St. W.

Edmonton District Distributors: Revillon Wholesale, Limited, Edmonton

Nova Scotia Distributors: James Simmonds, Limited, Halifax, N.S.

Calgary District Distributors: The McDonald-Baker Co., 818 8th Ave. W., Calgary

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

MONTREAL

MONTREAL, December 1.—The firm tone in turpentine continues, while local quotations remain unchanged during the week at $1.15 per gallon. A revision was anticipated before this date, but owing to cheaper supplies being available due to light demand, prices have remained at former quotations. Southern circles report a slight improvement in demand, notwithstanding the recent price advance, and a further gain is expected assisted by a better foreign buying movement. Little change has developed in linseed oil, prices holding and the market very dull at present.

Shellac is unchanged in price, but the undertone of the market is firm owing to the present strength of gum shellac. White lead in oil and putty are seasonably dull with quotations remaining steady. With the season now well advanced for window glass, no shortage of any account will be felt, and dealers' orders that have been delayed in shipments are now being gradually forwarded. Prices remain at Montreal list.

TURPENTINE FIRM BUT PRICES HOLD

Montreal.

The quotation of $1.15 still holds on the local market for turpentine in one barrel lots. The anticipated revision to higher levels did not appear during the week, due undoubtedly to the light demand at present prevailing. Supplies of the cheaper turpentine are yet available, whereas in a more active season these would have been exhausted before now. Although the higher quotations caused a temporary slackening of interest on the part of buyers in Southern markets, an improvement is now reported and prices are well maintained. A revival of foreign buying is also anticipated at a not far distant date. A fair demand in Southern circles continuing will keep the market from declining to any extent, and the fact that little supply will be coming in during the next few months should also assure a fairly steady situation from now until Spring buying.

Local dealers state that while prices should advance in the near future, for the present following are existing quotations:

TURPENTINE—	Imp. gal.
1 barrel	$1 15
2 to 4 barrel lots	1 13
Broken lots	1 25

QUIET PERIOD FOR LINSEED OIL

Montreal.

Current quotations on linseed oil are again holding at previous levels, with the demand of a very moderate character. With the month of December to follow, linseed oil sales are expected to show little improvement until after the turn of the year. Local sales are small and none too numerous, with paint manufacturers apparently well supplied in the meantime. This is only considered a temporary lull, and both the trade and manufacturers of paint and other sundry lines will require supplies, buying usually commencing early in the year.

Much the same situation obtains in outside markets, although a slight recession was made in oil prices earlier in the week, due to lack of demand. Foreign oil is offered in United States markets at a lower figure than the domestic supply, but with little response, buyers apparently feeling the foreign products is not cheaper when quality is considered. Following are local prices:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 83	0 85
3 to 5 barrel lots, per gal.	0 81	0 83
Less barrels, add 10 cents per gallon.		

FIRM TONE IN SHELLAC

Montreal.

Local prices on shellac are holding with a steady to firm undertone. Gum shellac continues very strong in tone, assisted by an active demand at present. Spring bookings of paints, varnishes and specialties generally include fair supples of shellac and distributors are well satisfied with the present movement. Following are general quotations although a slight variation exists among the different supply houses:

SHELLAC—	
Orange shellac, in barels	$4 15
Do., in one gal. jugs	4 50
White, in barrels, or 5 gal. jugs	4 65
Do., in one gal. jugs	5 00

SEASON ADVANCING FOR WINDOW GLASS

Montreal.

There is little change in the local window glass situation to report this week. Prices are unchanged with the tone of the market still rather uncertain. The season is now advanced to the stage where no serious shortage will be felt owing to short shipments from Belgium, and although a delay has been caused in dealer orders, jobbers feel no serious loss of business will be entailed. Distributors of the output from our new home industry state that first arrivals will be required for orders now on hand, and little surplus can be expected from this source this season. Montreal net list will be found on current market pages.

WHITE LEAD AND PUTTY STEADY

Montreal.

White lead in oil and putty are now on a dull market, with the season for the latter now well spent, and little improvement is expected until the usual Spring demand. White lead bookings are fair and compare favorably with last year, in most cases being in advance. Quotations on both products are holding unchanged since the revision in the late summer months.

TORONTO

TORONTO, December.—Turpentine quotations again feature the current paint markets, having recorded a decline of 5 cents per gallon. This change, however, is stated as hardly being a correct indication of basic conditions at present prevailing in this product, but is attributed to the fact that some lower offerings on the domestic markets have practically forced local distributors to meet this competition, and reduce their quotations also. The firm tone still prevails in primary turpentine markets, and while some fluctuations were experienced, they only proved to be of a minor nature, and recovery soon followed.

The linseed oil markets are providing a price feature this week, quotations being lowered three cents. Requirements are described as being of a light nature at this time of the year; and similar conditions apply to the by-products.

With the season for window glass now registering a quieter tone, the fears which were evident in some quarters that a shortage in glass might develop, have now practically subsided. Current requirements are being filled, and while some delay was experienced owing to the lack of an adequate supply in certain sizes, this situation has been relieved through the arrival of Belgian shipments.

The mild weather that has been experienced in local circles, has been capitalized by some merchants in pointing out further opportunities for paint activity. Although late in the season for this

(Continued on page 64)

Registered

Floglaze

The Finish That Endures

"For Porch and Veranda Floors"

Big profit in glossy hard-wearing floor finish

Floors produce a large percentage of the paint department's profits. A high gloss floor finish appeals to women.

A long-wearing finish fixes the quality of your goods in the minds of your trade.

Floglaze for porch and veranda floors anchors better trade and bigger profit to the paint department.

Write for dealers' booklet, "A Guide to Larger Profits."

The Seven

Floglaze

lines are

Home and Farm Finishes
Velvet Finishes
Art Shades
Auto Finishes
Porch and Veranda Floors
Lac Shades
Interior Finishes

"Make 1922 Your Greatest Paint and Varnish Year."

THE **IMPERIAL VARNISH & COLOR CO.** LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Sole Distributors for Manitoba, Saskatchewan and Alberta:

MILLER-MORSE HARDWARE CO.
THE BIG WINNIPEG HOUSE

Distributors for British Columbia:
The Callander-Shore Co., Limited
155 Pender St. West
Vancouver

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal

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TORONTO PAINT MARKETS

(Continued from page 62)

class of work outdoors, yet the many indications where painting is required, all serve to support the contention that the degree of work in these lines next season should be of a heavy nature. One merchant pointed out a number of warehouses in his vicinity, some of these on the opposite side of the road, which had apparently never been painted since the outbreak of the war. Others, which were not quite so delapidated, had evidently been neglected throughout the past two or three years. With the anticipated revival in trade conditions generally, it is expected that some attention will likely be paid by business houses to such matters.

DEMAND FOR LINSEED OIL OF LIGHT NATURE

Toronto.

With the current demand continuing of a light nature for linseed oil, quotations are lowered 3 cents per gallon this week. The requirements for linseed are indicated by the fact that with English oil being offered on the market at prices below the level quoted on the domestic products, prices on the latter have been reduced from former levels. Some hopes for improvement in the linseed oil situation are generally entertained with the contracting for spring requirements in paint manufacturing circles, while linoleum makers are also stated as contemplating a return to the market. The demand for cake and meal is also very light at present, with indications that this tone is likely to continue. The current quotations on raw and boiled linseed oil are as follows:

LINSEED OIL—		
1 to 2 barrel lots, per gal. ...	0 84	0 87
3 to 4 barel lots, per gal.	0 83	0 86
6 to 9 barrel lots, per gal.	0 81	0 84

Less barrels, add 15 cents per gallon.

LOCAL TURPENTINE PRICES REGISTER DECLINE

Toronto.

A drop of 5 cents per gallon is recorded in turpentine quotations this week; but in announcing this decline, distributors state that this change is not due to any easing of primary costs, but is merely a reflection of certain elements in the domestic markets. It is noticeable that the firm tone in southern turpentine supply centres is being well maintained, and that no price recessions of note have been recorded. Owing to certain lower prices, however, appearing in some markets, jobbers have been practically forced to reduce their current quotations in order to meet this competition. The chief cause for this condition is attributed to one distributor having on hand some stocks of turpentine which were secured prior to the recent advances. When such supplies are exhausted, it is thought probable that quotations will again register an increase, for with local distributors having very little turpentine on hand, the fluctuations apparent in primary markets are more directly reflected. The current demand is described as seasonably light, and the revised price levels are as follows:

TURPENTINE	Imp. gal.
1 barrel lots	$ 1 20
2 to 4 barrel lots	1 19
5 gallon lots	1 35

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton London, Brantford, Collingwood, Guelph, Windsor, or Montreal, but freight may be equalized from any of these points.

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots, 15 cents per gallon additional.

NO SERIOUS SHORTAGE IN WINDOW GLASS MARKETS

Stocks of some sizes of window glass are still very scarce on the domestic markets, but current requirements for these products are being covered through the arrival from time to time of further Belgian glass shipments. The prevailing volume of trade in window glass has now reached the height of the seasonal business in this commodity, and brisk activity is generally reported. A strong tendency to relieve any serious shortage in window glass that might have developed is found in the expectation that glass from Canadian manufacturing sources is considered likely to appear on the domestic markets in the near future. The price trend is therefore firm, with quotations unchanged at the net list, to be found on current market quotation pages.

PROHIBITION OF WHITE LEAD IN PAINT

(Continued from page 58)

White Zinc Propaganda

In spite of the propaganda of the manufacturers of White Zinc, practically no impression has been made upon the users of White Lead. Painters have for many years been using white lead for exterior painting, not because they are unfamiliar with the existence of so called substitutes but because they have found that white lead gives them the satisfactory results upon which their trade depends. Moreover, the very extensive and embracing tests carried out in the United States by the paint manufacturers association in locations where climatic conditions have a maximum variation, have given results which demonstrate, without fear of contradiction that in order to produce a satisfactory outside paint not less than 50 per cent. of White Lead must be adopted as a base upon which to construct the pigmentary portion of the paint.

It is to the interest of the master painter to turn out good work, and if substitutes had all the advantages claimed for them by advertisement, they would long ago have superseded White Lead upon their merits. During the war many buildings were painted with substitutes for White Lead. These buildings are now in a deplorable condition and the painted surface is such that it is now difficult to put on a new protective coating.

The agitation in favor of the use of Zinc Oxide, as a paint pigment to replace White Lead is not now just coming into existence. It dates back to the beginning of the nineteenth century. The manufacturers of Zinc Oxide in attempting to assail the very strongly intrenched position of White Lead could not, without reason, claim for their pigment that it was an effective substitute for lead, and, naturally, attacked it on the grounds that White Lead was the cause of disease and mortality among its workers and users. The White Lead manufacturers have every reason to be thankful for all the enquiry it has been the means of bringing into being. We know, as a consequence, more to-day about the properties of the two pigments than we might have known for centuries. More information that is authentic is now available to the paint manufacturers than ever before. The public are benefiting. Paint offering better protection, and giving longer service is purchasable from every reputable manufacturer.

Worker Benefits.

The worker also has benefited. Lead poisoning has practically disappeared from the factories owing to the establishment of more sanitary conditions of labor, and the introduction of regulations to ensure cleanliness. The painter knows that whether he uses lead paints or zinc paints he must adopt careful habits, and those methods of application which safeguard his health.

The result of continuing the agitation cannot be harmful providing that no restraint is put upon the natural process which rejects the false and unfit, and holds to the fittest. If Zinc Oxide is all that is claimed for it, it will be as impossible to prevent its adoption and the final elimination of White Lead, as to keep back the dawning of the morning. Let those who are interested be content with this law of truth. On the other hand, if the interests of certain financial and commercial monopolies are the power behind the interference with the White Lead industry, then the present refusal of the painter to use Zinc Oxide which has persisted for 100 years, in spite of all the propaganda that has been published, will live and continue. We are a free people; the painter is as free as anyone He has, as new materials and methods have been introduced, changed almost all his painting practices, except for exterior painting. If there is reason for so doing then without compulsion he will cast aside White Lead as a worn out thing, but without this reason he will continue to use White Lead wherever his daily bread depends upon the results he produces and the value he gives."

DEPARTMENT OF THE NAVAL SERVICE.

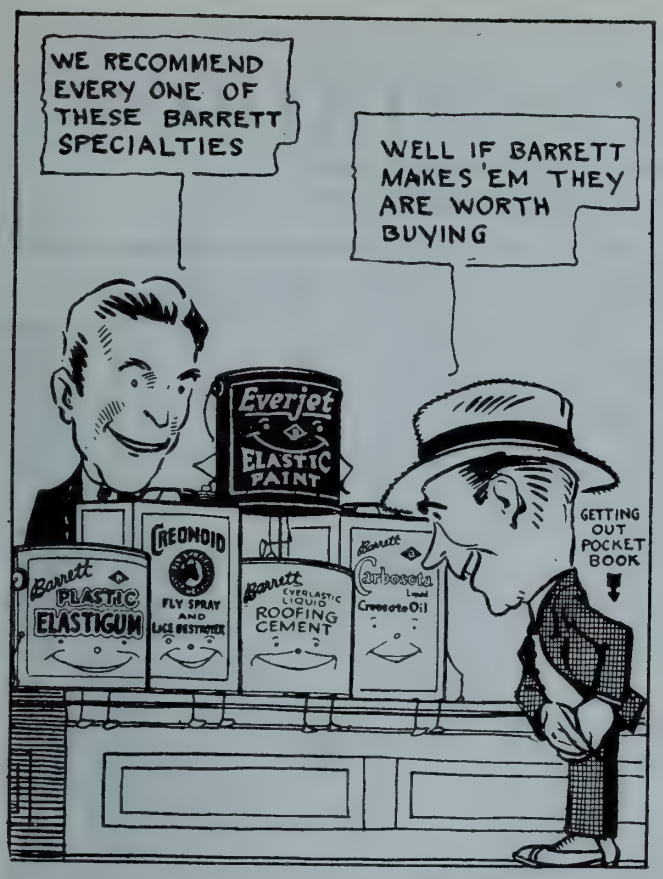
SALE OF PACKING

SEALED tenders addressed to the Undersigned and endorsed on the envelope "Tender for Packing" will be received up to noon of Tuesday the 27th day of December, 1921, for the purchase of the whole or any portion of approximately 25,000 pounds Packing of various sorts, at Halifax Dockyard.

Tender forms and samples, together with particulars as to terms and quantities, may be obtained on application to the Undersigned, or to the Naval Store Officer, H. M. C. Dockyard, Halifax, N. S.

G. J. DESBARATS,
Deputy Minister of the
Naval Service.

Ottawa, Ont., November 25, 1921.



You make the first sale—then the Barrett Specialties bring in the customers and sell themselves

Big nation-wide advertising and a reputation for dependable products have made the name "Barrett" a tremendous selling force. It's like a magnet drawing trade into your store. And when a customer buys the famous Barrett Specialties, he'll find them so far ahead of competitive brands that he'll be sure to tell his friends about them—and come back for more himself.

Our records show that the popularity of these high-grade Barrett Specialties is increasing by leaps and bounds. Lay in a sufficient supply of them—and *your* sales will soon show profits piling up at a rate that will do your heart good.

There is Creonoid, the ever popular fly-oil, lice-destroyer and cow-spray, which makes the farmers' profits greater by ridding livestock and poultry of troublesome flies and lice.

There is Everjet Elastic Carbon Paint—a glossy, black, durable paint, which prevents rust on all outdoor metal work, and prevents corrosion in metal exposed to the action of steam, acids and alkalies. A proven protective paint for every purpose.

And Plastic Elastigum—a "plastic cement of a hundred uses." It repairs leaks in roofs and flashings, re-lines gutters, stuffs cornices—and does a multitude of other things. It is water-proof, plastic and extremely durable.

Old prepared and "rubber" roofs can be made as good as new with Everlastic Liquid Roofing Cement. Easy to apply and dries quickly, closing up the small holes, making the roof waterproof and weather-proof.

Carbosota is a liquid creosote oil used for the preservative treatment of structural timber, by means of Open Tank process or surface treatments. It offers a practical means of reducing losses from wood decay and may be employed by anyone.

WINNIPEG
VANCOUVER
HALIFAX, N. S.

The Barrett Company LIMITED

MONTREAL
TORONTO
ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2	$0 50	Group 3	$1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do., bar bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 10%.

Gilmour Eye Augers, add 5%.

Irwin Auger Bits, add 5%.

Irwin car bits, discount 5% off.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts, ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

Tapped add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
Do., Toronto	0 22
Rods, base ½ to 1 in., round, Do., Montreal	0 23
[illegible]	0 2[illegible]

Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.

Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set ... $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	B.B.B.
7-16 in.	11 25	18 2[illegible]
½ in.	11 00	12 [illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; **halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.**

COMBS—CURRY—

	Doz.
No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 37	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 42
Tubing, lb.	0 34	0 29

Above prices are full sheets and **bars.** Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.

F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS—

	Doz.
Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank.

List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

UNIQUE TEST OF STRENGTH

Of "Pussyfoot" Closet Tanks

Four "Pussyfoot" Tanks are supporting a weight of over

FIVE TONS

The Truck Weighs 6,500 lbs. Total Weight of Men, 3,727 lbs.

Order the "PUSSYFOOT" From Your Jobber

We Give a Life-Long Guarantee

You Will Like the Large Silence-Chamber Valve

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

If interested tear out this page and place with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	20%	25%
Malleable bushings	30%	28%
Cast bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
	0 55	0 68
B	0 23	0 33
C	0 15	0 23

NIPPLES, WROUGHT

Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.

time Provinces.

GRINDSTONES

Under 40 lbs. weight.	Per Cwt.
Smaller than 2 inch face.	$5 25
Two-inch and over	4 50
40 to 80 lbs. weight.	
Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russett rope tie, 1 in. ......

Black, rope tie, 1 in. ......

Black, rope tie, 1¼ in. ....

No tie, 1 in. ....

No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.

Dodson $4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton,

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST

No. 30, 1-lb. $10 20

No. 30, 1¼-lb. 11 00

Net.

HANDLES (WOOD)

All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.

Storm King No. 42, list less 20-10%.

Safety No. 20, list less 20-10%.

Reliable No. 1, list less 20-10%.

Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING

	Per Doz
No. 1	$10 25
No. 2	11 25

HATCHETS, LATH

No. 3	$10 25
No. 4	11 25

HATCHETS, BARRELLING

Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater $10 00

Heatray Heater 12 00

Discount 25%-33%, according to quantity.

Majestic, 1 Burner $11 00

Do., 2 Burner 16 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES—Blind. ... .. Doz. sets.

Clark's No. 1. .... $2 22

HINGES, SPRING

No. 200 and No. 20, per gross 25 00

Ajax Floor No. 3111, per set 1 85

Reliance Door No. 270.

Light, per doz. 3 15

Medium, per doz. 4 20

Heavy, per doz. 6 40

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz. pairs.	
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $9 25

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light	0-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.25	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$13 25
Do., ⅝ in., 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96 .... 21 per lb.

48 x 96 .... 21c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

These prices nominal.

IRONS (SAD)

Potts, polished, per set	$ 1 90
Potts, nckel plated, per set	1 95
Potts handles, japd., grs.	20 75
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC

Model B, $6.50 list.

Classic, $8 list.

Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd	$12 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine rubq.	5 40 doz.

F. o. b. Factory.

LATCHES— Per doz.

Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century, Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive.	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—

Cutter, doz.	$11 50
Pick, doz.	11 50

F.o.b. Montreal, Toronto, London Hamilton

MIXERS, BREAD—

Canuck—

No. 4, dozen $36 24

No. 8, dozen 40 92

Universal—

No. 4, dozen $40 00

No. 8, dozen 52 00

MOPS— Doz. net.

Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 35
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 60
Crank wringing	7 35
Smarts',	4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto $4.25 base.

Owen Sound or Collingwood, $4.25 base.

F.o.b., Montreal, $4.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.

Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

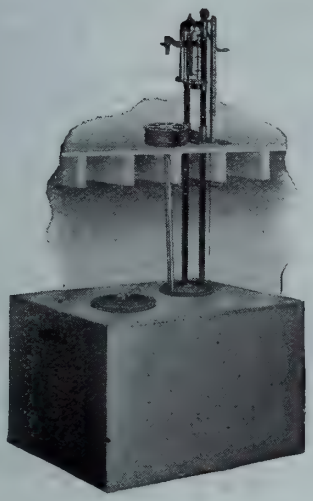
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

Montreal, $4.85; London, $4.95; base; Toronto, $4.85.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

Save That Cent On Every Gallon



Write for Illustrated Booklet C-16

Over a half-million Bowser Kerosene Tanks are in use by merchants throughout North America. The consensus of opinion of these users is that before economizing by the purchase of a Bowser, it cost them at least two cents on every gallon of kerosene they handled.

This cost is made up of interest, depreciation, waste from inaccuracy and spilling and labor.

By reducing the time and eliminating all waste, a Bowser Tank reduces the cost of handling to less than one cent per gallon. The Bowser therefore pays a clear, added profit of one cent per gallon.

Invest in a Bowser and save that cent.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., Ltd., 1668 Fraser Ave., Toronto, Ont.

BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMP

GLASS

Service can only be effectively rendered by co-operation. By anticipating your needs ahead of time—you can depend upon getting your glass on time. If you have an unusual specification you require in the near future, let us get busy for you "RIGHT NOW."

A WORD TO THE WISE

From east to west of Canada, there is a serious shortage of glass. Reports from Europe state that there is only about a 10 per cent. of capacity production. We jealously guard our customer's interest by protecting ourselves well ahead of time, and by receiving your advice as to your requirements—you will be protected accordingly.

The Service that Co-operates, and Costs no More

Ontario Plate Glass, Limited

Hamilton, Ontario.

A Ready Seller

The sale of every pair of skates provides an opportunity to sell, also, a pair of

C·C·M· Perfection Ankle Supports

They will improve the skating of practically every wearer. So designed, that by means of a hinge and sliding attachment the ankle may bend forward or backward, but **cannot bend sideways.**

Now made in the C.C.M. Factory.

Orders mailed now will be filled promptly.

CANADA CYCLE & MOTOR COMPANY, LIMITED
Montreal; Toronto; WESTON, ONT.; Winnipeg; Vancouver
Also Makers Of
C. C. M. Automobile Skates and C. C. M. Bob Skates

NAILS (HORSE)

Size C Brand

Capewell— Per 25-lb.box

No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls.
Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 60
18 inch	5 50	48 inch	14 30
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal.
Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod.

1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls.
F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	$17 00
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½

Above prices net.

	Gallon
Black oil (summer)	0 23.1
Black oil (winter)	0 24.1
Capital, cylinder	0 75.6
Mach. oil, reg. grades	0 43.6
Imperial gas engine oil	0 63.6
Paraffine	0 23.6

List, less 10% on above.

Imperial kerosene, **tractor hy, $1.**
Do., do., ex. heavy **$1.10**
List less 15 per **cent.**

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl., net	0.11.60
Do., tank wagons, net	0.10.60
Do., tank cars, net	0.09.60

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1, Anch	1 25	1 25
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 35	1 35
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 25	1 25
Do., tarred	1 35	1 35
Joliette Sheathing	0 70	0 70
Do., tarred	0 85	0 85

	Per 100 lbs.
Monarch Sheathing, white	5 75
Do., gray	4 75
Straw sheathing, heavy dry	3 15
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 75
Imp. Grey Sheathing	4 75
Scythe rand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	7 25
Asbestos Sheathing	10 00
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	**0 15**
In kegs, 125 lbs., lb.	**0 16**
In 50-lb. boxes, lb.	**0 18**
In 25-lb. boxes, lb.	**0 19**

Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921

Standard Butterweld Pipe S-C.

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 88
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 per cent.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	25%
4 in.	30%
5, 6 in.	30%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	40-10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl	$18 25
Navy pitch, per bbl	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN

Nominal

TERNE PLATES

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—

	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PULLEYS—

	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—

No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

	Each
No. 70	6 00
No. 80	8 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 20% from standard list.
No. 3....10 75

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	2 80
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—

Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—

In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 19
New Zealand hemp basis	0 19
Sisal basis	0 17

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis	0 17
Double lathe yarn	0 17½
Yacht marline, tarred	**57**
Halyards	**50**
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	**50**
Hemp, tarred ratline basis	**48**
Hemp, tarred bolt rope basis	**45**
Marline and Houseline	**44**

NOTE.—**Extra charge for shorter lengths than half coils, 2c per lb** additional.

Italian rope prices on application

Cotton, ⅛ in.	0 51
Do., 5-32 in.	0 50
Do., 3-16 in.	0 47
Do., ¼ in. and up	0 45

F.o.b. Toronto, Montreal, London. Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, less 5%
Star sandpaper, less 5%
B. & A. emery cloth, plus 25% **list.**

F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	77½%
Wood R.H., bright	75%
Wood, O.H., bright	75%
Wood, F.H., brass	70%
Wood, R.H., brass	67½%
Wood, O.H., brass	67½%
Wood, F.H., bronze	65%
Wood, R.R., bronze	62½%
Wood, O.H., bronze	62½%
Square cap	40%
Hexagon cap	40%
Set Screws	45%

SCREWS, IRON BENCH, No. 14

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 65

SCYTHES

	Doz.
Cast steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SNATHS

	Doz.
99 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

No. 208 Torch
List price each $17.00.
Ask for discount.

The Test In Zero Weather

The No. 208 Double Needle Torch has wonderful generating power and produces the maximum heat. This with other improved features makes it the most dependable torch for use in extremely cold and windy weather. Burner orifice is automatically cleaned by upper needle, lower needle regulates. Burns gasoline or kerosene by changing the jet block. Impossible to ruin the burner by enlarging the orifice as with other makes having sharp pointed needle. Always reliable. Jobbers supply at factory prices. Send for catalogue now.

Clayton & Lambert Mfg., Co.
10615 Knodell Ave., Detroit, Mich.. U.S.A

Rosin Core Solder

"The Solder with the Flux in the centre."

Acid Core Solder

Also "Imperial Soldering Paste."
Small tins.

The CANADA METAL CO., LIMITED
SOLDER EXPERTS

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POULTRY NETTING

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J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

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"COCK KNIFE"

Corporate Trade Mark
Granted 1772

RAWSON BROTHERS
SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

AGENTS: C. C. CRAIG CO.
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WINNIPEG

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V & B TOOLS

V. & B. Tools Comprise one of the Most complete lines of carpenters' tools manufactured in the U.S.A.
Hammers, Braces, Planes, Screw Drivers, Cold Chisels, Machine Punches, Pipe Wrenches, Pliers, Pincers, Nippers, etc.

All V. & B. Tools are individually tested and are fully warranted. Write for complete catalogue.

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Winnipeg Office
L. T. Walls Sales Ltd
702 Confederation Life Bldg.

Willow Clothes Baskets

Walter Woods Limited
Hamilton Winnipeg

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks 70/15%
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge, Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival, Steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 30
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in.....$28 80
10 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/10%

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 25%
Regrinding Valves 20%
Swing Check Valves 10%
Compodisk Valves 20%

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size. $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs. .	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs. . .	2 75	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs. . .	2 30	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 3 00
14 inch 3 50
18 inch 6 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

TINKER TOM'S TALKS.

No. 341

HURRY-UP ORDERS!

No, we're not a candidate for life-saving medals at all, but in the last few weeks we saved many a tinker's life (for the moment) by shipping real quick

Premier Galvanized Sheets

on his jobber's order.

Unfortunately our stock at times was somewhat "shot," but we certainly made a lot of small hurry-up shipments for friend jobber.

That's what we're here for—it helps you and it serves the jobber and it kept us busy, so keep it up and you'll save money and maybe we'll make some.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING— per gal.
Ad-el-ite, white $4 00
Ad-el-ite, tints 3 75

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 30
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro, ... 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Floglaze 4 50
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.
GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per
Maritime differential 50c per 100 lbs. over Montreal.
100 lbs.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure ..	12 75	13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ... Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.

	White	Tints
350-lb. bbls. $7 15		$8 25
200-lbs., half bbls. ...	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs..	8 80	9 90

F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 60
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Lowe Bros., H. S. White, No. 328 ... ... 3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Barrels, per gal.....	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal...	0 95	0 95
1s, per case. doz. ..	12 00	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz..	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal ...	1 50	1 50
5-10 gal. cans, gal...	1 35	1 35
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal ...	0 75	0 95
1s (case 12 gals.)...	8 50	9 50

H., T. & A. Co.'s Creosote Oil—

Barrels	0 45
Half-barrels	0 50
5s and 10s	0 60

F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—

In barrel lots	Per 100 lbs.	
G., medium grade	... 5 00	7 50
Water white	... . 7 00	9 50

SHELLAC

	Pure White.	Pure. Orange.
	Per Gal.	
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 40
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint, ...	1 75	2 00
O.P.W. Creolin ..	1 30	1 50

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
High Standard 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 60
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L. No. 61 ..... 5 06
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing... 4 85
Kyanize Interior and Floor.. 4 85
Luxeberry light 4 75
Luxeberry granite 4 60
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 00
"C.D. Big 4" Exterior..... 5 00
"C.D. Big 4" Interior..... 4 50
"C.D. Big 4" Floor 4 40
C. D. General Purpose 4 15
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite 4 00
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)

	White.	Colors.
Frescota	$7 50	8 50
5-lb. pkgs.		
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white...		8 75
Do., colors		9 25

Hygienis Kalsomine. per 100 lbs.

	White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts. ..	10 00	11 25

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . ..0 09

Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Lion Brand 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 45
Champion white 0 50
Ad-el-ite paste 0 45
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls. 3 50

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.35
F.o.b. Montreal, Toronto, London

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

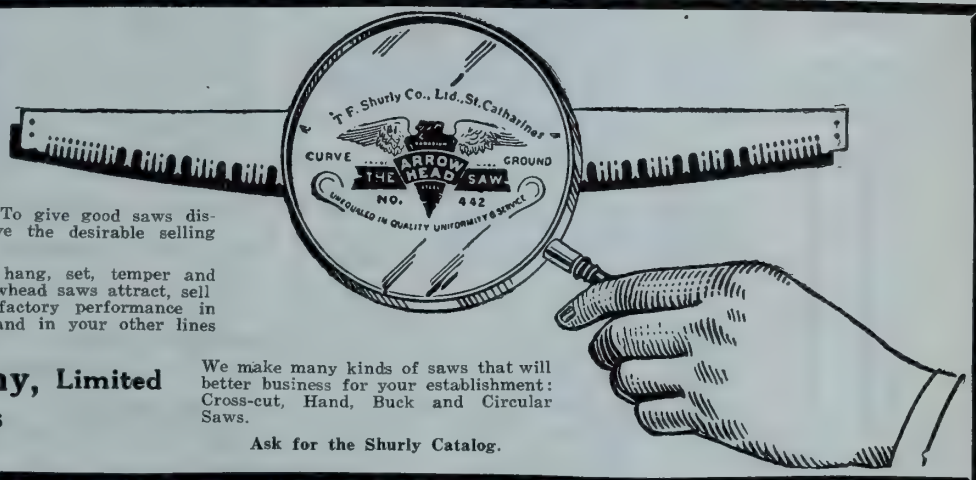
MONTREAL TORONTO LONDON WINNIPEG

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saws but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

Window RED S Glass

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited
Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $16,50; chilled, $17.00; buckshot, $16.80; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB 'aps .	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$28 50	.....	.....
32 Short ...	28 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	188 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.90 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.65 base. Rounds over 2¾ in. to 6 in., $6.15 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50: cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800 .... net prices
No. 804 .... net prices
No. 838 .... net prices
No. 840 .... net prices

CARPET FELT Per Roll

16 oz.—50 lbs. 4 70
20 oz.—54 lbs. 5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top. per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $10.00; No. 2, $10.50; No. 3, $11.50; No. 4, $13.75.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1 ....$10 88
Hand, Newmarket 3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g. $4 40
100 foot, 19 g. 7 25

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount 40%
Blacksmiths' ½ inch shank...35%
Straight shank 35%
Do., wire 25%
Taper shank 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe ... ... Discount 60%
Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable

Class A 55%
Class B and C, off new list. 65%
Bushings 20%
Unions, "Dart"—
¼ to 2-in. ... ... .29% off
⅛, 2½, 3½ and 4-in. . 15% off
Nipples, 4 in. and under 45%

FRY PANS Each

Cast iron, No. 8.......... $1 05
No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast .... $ 1 50
Short 1 50
Genuine Ruby 5 00

GRIDDLES, PANCAKE

Round, No. 1 .... $1 05
No. 2 .... 1 15
Oblong, No. 8L 1 10
No. 9L 1 25
No. 8 .... 1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including

No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.18; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1., $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in. 9 75
⅝ in. 12 00
¾ in. 13 00

IRON GALVANIZED

Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 60
Mrs. Potts, No. 50, set 2 70

Mrs. Potts' common sad iron handles, $2.40 dozen. Mrs. Potts' improved, $3.00 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's $17 50
Lightning 17 50

LADDERS, STEP

Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS

Cold Blast

No. 2 Japaned 13 50
No. 2. Coppered 16 25
No. 2, plain 12 75
Short Globe, doz. 12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums. $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

Dowswell $9 55
New Century 16 30
Canadian 10 85

MATTOCKS

Pick. $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1 .... $16 00
O-Cedar, No. 8 .... 16 00
Self-wringing 6 70
Mop Handles 2 10

MOWERS—LAWN

	12 in.	14 in.	16 in
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	......	7 40	7 81
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

Wa-Ko-Ver Stain
Beautifies All Woodwork

Not only does it beautify, but it wears like iron. You will find it pays in future sales always to recommend Wa-Ko-Ver Stain whenever your customers have worn floors or scratched woodwork to renovate. It restores the freshness of the floors or woodwork, pleases your customers, and makes permanent business for you. The established reputation of this effective, serviceable stain makes it a pleasure to sell. Good displays in your windows, on your counters, or other conspicuous places, remind visitors to your store, and people that would otherwise be "passers-by," of their need for sales-maker will handsome-Wa-Ko-Ver Stain. This ly reward a little sales-effort on your part.

Write Us For Reasons Why You Should Handle This.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in.	$6 75
30 in.	8 20
36 in.	9 70

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$11 50
Clipper, unspun, bale, 50 lbs.	....
Plumbers, bale 50 lbs.	5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 36½
White Rose Gasoline	0 39½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor.	1 00
Capital cylinder	0 83½
Castor machine	0 49½
Imperial gas engine	0 66
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 52
Melrose Harvester machine	0 70
25% and 10%.	

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M.S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	9° 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS

Per barrel	6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$4 90
No. 158, gal. 5" wheel	5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $365 each! No. 4, $3.85 each.

PUTTY

100-lb. irons	$5 00
20-lb. irons, per cwt.	5 50
1½ lb. tins	0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c: No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22½c.; ⅜ in., 22c.; 7-16 in., ½ in., 9-16 in., 21½c.; ⅝ in., 21c.; ¾ in., and larger, 20½c.

Pure Manila.—¼ in., 5-16 in., 26½c.; ⅝ in., 26c.; 7-16 in., ½ in., 9-16 in., 25½c.; ⅝ in., 25c.; ¾ in. and larger, 24½c.

Sisal.—¼ in., 5-16 in., 20½c; ⅜ in., 20¼c.; 7-16 in., ½ in., 9-16 in., 20c.; ⅝ in., 19½c.; ¾ in. and larger, 19c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	20 50
Excelsior	.....
Cast	20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	$17 25
Bush	19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

37½%.

STANDS

	Each
Washtub, Reverse Drip	$4 15
Range boiler, 12 in.	1 50

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$109 00
Household, japanned	97 00
Superba, nickeled	128 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen	3 00
Little Queen per doz.	4 50
Little Jewel	14 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.20 base. Round, square flat, up to and including ¼. ⅜ to 2 in., $5.20 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.65 base; round over 2¾ in. to 6 in., $6.15 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ...

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply cones	0 46
Cotton, 3-ply, balls	0 50
Coton, 4-ply, cones	0 48
Coton, 4-ply, balls	0 52

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Jananned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing	0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH

	Per 100 lbs.
Sectional	$7 50
Solid	7 00

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

WHEELBARROWS

	Each
U. S.	$ 6 60
General purpose	7 90
Stone	18 75
Navvy, doz.	105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $5.60; No. 12, $5.80; coil spring, plain, Winnipeg, No. 9, $5.65; No. 12, $5.85.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	7 00
8-inch	8 40
10-inch	9 80
12-inch	12 60
15-inch	16 80

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES

	Doz.
Universal	$49 50
New Eze	76 50
Regent	69 00

The Trade Mark behind the "Hardware House of Quality"

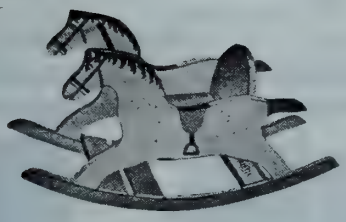
DIAMOND A BRAND ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Wakyte Toys

For Good Christmas Sales

No. 100 — Is practically unbreakable. The frame, brace and axle made of iron, the steering gear is one solid piece of wood with two wheels in front, making it difficult to upset. Painted with best auto enamel and artistically finished in red and dark green enamel. Length 21½ ins., height of steering gear 18 ins., height of seat 9 ins., three in crate.



No. 103 — Of a very superior quality and finish and cannot be compared with other cheaper rockers. The rockers are made from 1¼ in. kiln dried hardwood. Finish: red, white and black enamel, length 33½ ins., width 13 ins., height 17 ins., three in a crate.

No. 105 — Pony Car; like the Buster Car, this also has an iron frame and axle, making it very durable. It is finished in red, dark green and black enamel, length 18 ins., height of seat 9 ins., three in a crate.

No. 101 — With iron box and legs, finished in dark green and red enamel, length over all, 31 ins., size of box, 14 x 10 x 4 ins., three in a crate.

Good displays and local advertising will boost your Christmas trade.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

HOYT METALS

PROOF!

Hoyt Metals are used by every shop and factory that prides itself on maximum production. That the sales of Hoyt Metals amount to $10,000,000 annually is convincing proof of the satisfaction in using or selling these efficient metals. Always cool running. Anti-friction quality and unequalled endurance are superior features of these popular metals.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.

Regina, Sask. Peterboro, Ont.

Established 1870

Cheaper than Brains!!!

Lightning Calculator Adding Machines $25.00

Inventory Help

Thousands giving satisfaction to Hardware, Electrical and Plumbing trades.

Adds, Subtracts, Multiplies, Divides. Same efficiency as $400.00 machines. Five-year guarantee.

Special Trial Offer. 10% Discount

Send your check for $22.50. We will forward this wonderfully complete machine to you prepaid. Use it for 30 days and if you do not think it worth five times the cost return it and we will refund your money.

To obtain this special offer cut this out and mail to us together with your check.

Write to-day.

Wellwood Sales Co., 36 Glen Ave., Ottawa, Ont.

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.

P. O. Box 156, Hull, Que.

Maple Leaf Stitched Cotton Belting

Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited

Hamilton, Canada

No. 68 Knobs

A good example of this splendid Builder's Hardware — with Stratford Quality in every one.

We manufacture: Furniture Trimmings of all kinds. Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company

Limited

Stratford, Ontario

JOSEPH RODGERS & SONS

LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

If interested tear out this page and place with letters to be answered.

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

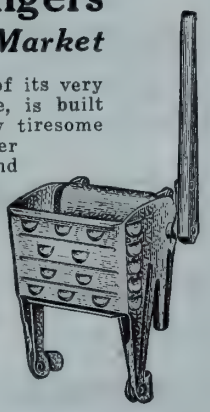
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

White Mop Wringers

Quick Turnover - Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**



White Mop Wringer Co.
OF CANADA
Factory: Paris, Ont.
Office: Fultonville, N. Y.

The Four essential points are here

Strength and Looks **Price and Wear**

Ask Your Jobber Or Write

JOHNSON Ideal HALTER Co. Sarnia, Ont.

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all solder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

CHICAGO SOLDER COMPANY
4225 Wrightwood Ave. Chicago, U. S.A.

FOR LARGER FAMILIES

Style "C" Super-Service Ash Can

Many of your customers have large families—and when they buy garbage or ash cans, they want ones of good capacity.

To meet this "large family" trade, REED'S Style "C" SUPER-SERVICE Ash and Garbage Can was created.

It's a sturdy can, strongly built of heavy, galvanized steel. The bottom is well set off the ground and two iron bands reinforce it at points of most wear. Non-rusting milk can handles are fitted to this can. All joints are hand riveted and hard soldered —details which ensure extra strength and durability. The cover is close fitting.

Taking it all 'round, "SUPER-SERVICE" Style "C" has many features which will win instant approval, and which will make satisfied customers.

DEALERS!

You cannot afford to be without REED'S "SUPER-SERVICE" LINE. It's made in Canada—this fact alone will save you money on duty, exchange and freight and give you a greater margin of profit.

KEEP CANADA BUSY

Write us to-day for prices.

GEORGE W. REED & CO. LTD.
MONTREAL

If interested tear out this page and place with letters to be answered.

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Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Savage Arms Corpn., Utica, N.Y.

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Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
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Laidlaw Bale Tie Co., Hamilton.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Your business is worth every help you can give it by searching for the right goods and co-operation to stimulate trade and keep things moving.

If you have the least doubt about the way things are going with you, try Thos. Birkett & Sons, Co. Limited. We assure you real interest, real service, real live goods and real promptness.

Just a postcard will put you in touch with us. Perhaps a "shuffle and a new deal" is just what you need.

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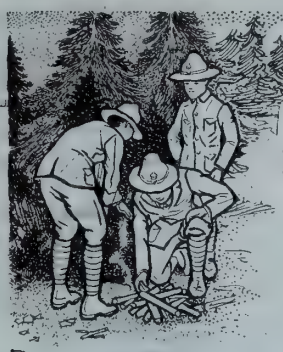
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada



MARBLE'S
Outing Equipment
Dandy Xmas Presents

Still time to order for the holidays. Marble's axes, knives, gun sights, cleaners, compasses, etc., sold by leading jobbers—if your jobber can't supply you order direct. Liberal discounts from list prices.

Ideal Knife—Serviceable—durable—blade finest steel—with or without hilt. List price, leather handle—5 in. blade, $2.75; 6 in., $3.00; 7 in., $3.25; 8 in., $3.50; Stag handle, 75c extra Prices include leather sheath. Add 10 per cent. war tax.

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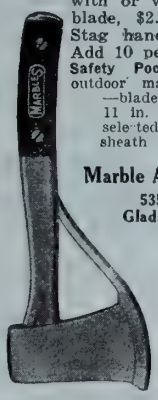

Marble Arms & Mfg. Co.
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Limit Hack Saws to one Line

Sell one line of hack saws, and you have a smaller investment, a quicker turnover, and larger profits.

The leadership of Star Hack Saws for 38 years makes them the logical brand for you to push.

Every hack saw customer who comes into your store recognizes the saws in the famous green box as the standard blade of highest quality.

Star Saws are sold direct from the factory in Middletown where they have always been manufactured.

CLEMSON BROS., INC.
Middletown, N. Y.
Makers since 1883.
Canadian Office and Warehouses:
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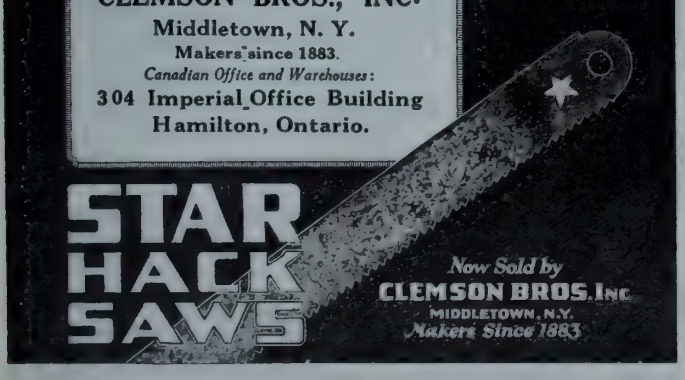

"Matchless"
Combination
Cutting Pliers
No. 118

Popular For General Use

These strong, solid, substantial pliers combine flat nose plier with gas burner grip and side cutters, two shear wire cutters, reamer and screw driver. They are made of high-grade steel, drop forged from bar, with jaws and cutting edges carefully hardened and tempered.

The Bridgeport Hardware Mfg. Corporation
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The Barrett Co., Ltd.

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CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
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Smith & Egge Mfg. Co., Bridgeport, Conn.

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Canada Foundries & Forgings, Ltd., Brockville.

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Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

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American Pad & Textile Co., Chatham.

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Edward E. Johnson Inc., St. Paul, Minn.

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CRANK SHAFTS
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Bridgeport Hdwe. Co., Bridgeport, Conn.
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Geo. Butler & Co., Ltd., Sheffield, Eng.
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Dorken Bros., Montreal, Que.
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Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

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Fenton Bros., Ltd., Sheffield, Eng.
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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Can. Foundries & Forgings, Brockville, Ont.
The Myers Mfg. Co., Dresden, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Can. Foundries & Forgings, Brockville, Ont.

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Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.

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The Hurley Machine Co., Limited, Toronto.

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Cameron & Co., Toronto.

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Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

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Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

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The Peck, Stow & Wilcox Co., Southington, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
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Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

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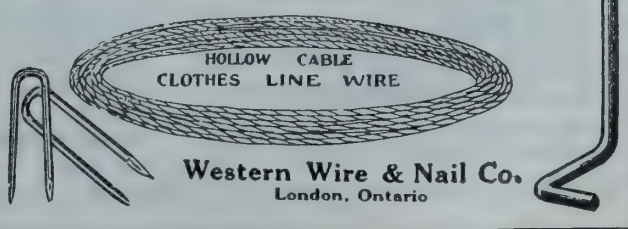

Western Wire & Nail Co.
London, Ontario

THE BUYERS' GUIDE

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Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
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G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
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Du Pont American Industries, Wilmington, Del.

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Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
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The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

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Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

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Christopher Johnson & Co., Sheffield, England.

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John Oakey & Sons, London, Eng.

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James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

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Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
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The Canadian Hart Products Ltd., Hamilton, Ont.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

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The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

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Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Du Pont American Industries, Wilmington, Del.

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Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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FEED COOKERS
Wheeler & Bain, Toronto.

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Alex. McArthur Co Montreal, Que.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

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Wheeler & Bain, Toronto.

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G. & H. Barnett Co., Philadelphia, Pa.
Henly Disston & Sons, Limited, Toronto.
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Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Imperial Oil, Ltd., Toronto, Ont.
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Jenkins Bros., Ltd., Montreal.

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The Deco-Tint Co., Montreal, Que.

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The Chicago Solder Co., Chicago, Ill.

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FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

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The Beach Foundry Limited, Ottawa, Ont.
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Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
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The Happy Thought Foundry Co., Ltd., Brantford.
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Sherwin-Williams Co., Ltd., Montreal.

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FUSE WIRE
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The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
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GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

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The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

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Jas. Morrison Brass Mfg. Co., Toronto.

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Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

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GATES, STEEL AND WIRE
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The James Morrison Brass Mfg. Co., Ltd., Toronto.

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Brown & Sharpe Mfg. Co., Providence, R.I.
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The Ontario Plate Glass, Ltd., Hamilton, Ont.

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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

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The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
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Pilkington Bros., Limited, St. Catharines, Ont.

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Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
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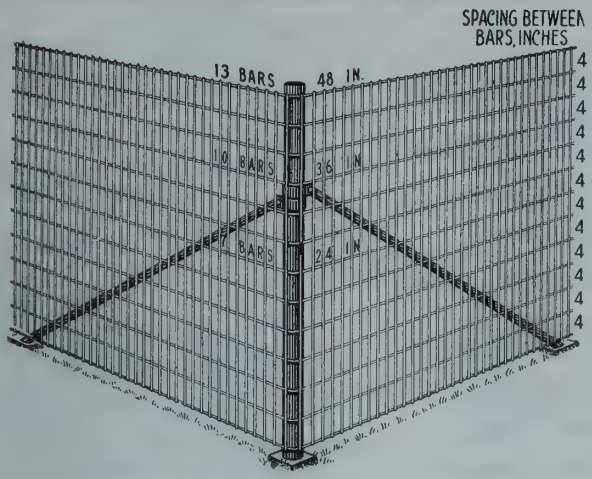

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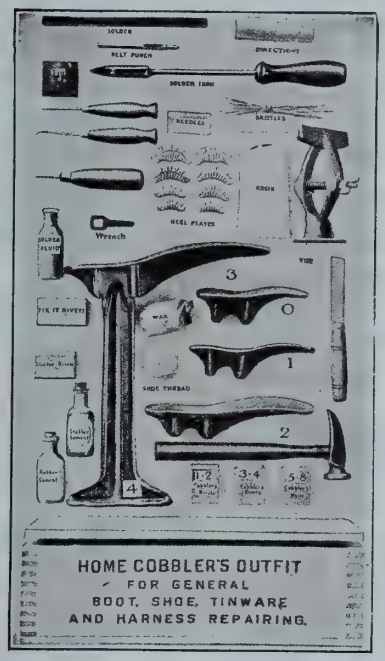

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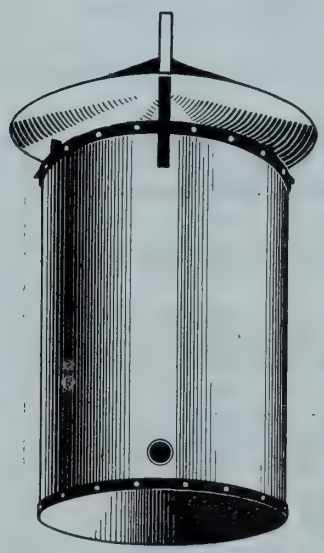

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Western Hardware Mfg. Co., Milwaukee, Wis.

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The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
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Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
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Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

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Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
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Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

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Goodell-Pratt Co., Greenfield, Mass.

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The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
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Millers Falls Company, Millers Falls, Mass.

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J. H. Still Mfg. Co., St. Thomas, Ont.
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The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

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Canada Steel Goods Co., Ltd., Hamilton, Ont.
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N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
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Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
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Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
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HARNESS HARDWARE
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Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

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The Ontario Plate Glass, Ltd., Hamilton, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Steel Metal Products Co., of Canada, Limited, Toronto.

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Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungster Lamp Co., Hamilton, Ont.

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

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PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers. Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakes & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jamee Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

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The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que.

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
The Toronto Asphalt Roofing Co., Limited, Mount Dennis, Ont.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doan Twines. Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
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RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
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Sanderson Pearcy & Co., Limited, Toronto, Ont.

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J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

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The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

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Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
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Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

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E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
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Shurley-Dietrich Co., Ltd., Galt, Ont.
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Clemson Bros., Inc., Hamilton, Ont.
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Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Goodell-Pratt Co., Greenfield, Mass.
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The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

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Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

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Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Veneering Co., Acton Vale, Que.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.

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The Canadian Hart Products Ltd., Hamilton, Ont.

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Landers, Frary & Clark, New Britain, Conn.

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The Barrett Co., Ltd.

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Alex. McArthur & Co., Montreal, Que.

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American Rolling Mills, Middleton, Ohio.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Pedlar People, Ltd., Oshawa, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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The Canadian Wm. A. Rogers Co., Ltd., Toronto,
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. A. Rogers and His Son, Niagara Falls, Ont.

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Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, On.
Sanderson Pearcy & Co., Limited, Toronto, ont.

SINKS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

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Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio

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The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

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Landers, Frary & Clark, New Britain, Conn.

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The Canadian General Electric Co., Limited,
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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
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Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

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Dougall Varnish Co., Ltd., Montreal, Que.
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Graham Nail Works, Toronto.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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STEPLADDERS
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
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The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

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The McClary Mfg. Co., London, Ont.
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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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L. S. Starrett Co., Athol, Mass.

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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TIN PLATES
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The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
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The Detroit Torch & Mfg. Co., Detroit, Mich.

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Matthias Klein & Sons, Chicago, Ill.
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North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

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TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
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The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
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Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
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The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
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The American Flyer Mfg. Co., Ltd., Chicago, Ill.

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Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

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The Canadian Tungsten Lamp Co., Hamilton, Ont.

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Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

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Doon Twines, Ltd., Kitchener, Ont.
The Sterling Twine Co., Ltd., Walkerton, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

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Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
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G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

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The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

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Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

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Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

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The Slade Mfg. Co., Limited, Owen Sound, Ont.

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Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

WASH TUBS
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The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
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WHEELS, WELL
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The International Malleable Iron Co., Ltd., Guelph, Ont.

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Rice Lewis & Sons, Ltd., Toronto.

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Carter White Lead Co., Montreal.
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The Katie Foundry Co., Galt, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
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The Western Wire & Nail Co., London, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

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The Star Mfg. Co., Carpentersville, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

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Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

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Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
Whites, Limited, Collingwood, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., St. Catharines, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide. additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

FOR SALE

FOR SALE—HARDWARE BUSINESS IN GOOD Western Ontario town. Stock from five to six thousand. This is a good, progressive town. Apply to Box 111, Hardware and Metal

SITUATIONS WANTED

TWO AND A HALF YEAR RETAIL SALESman open for engagement immediately. Not afraid of work. Best references. Wages sixteen dollars per week. Box 18, Hardware and Metal.

EXPERIENCED HARDWARE SALESMAN wants two or three popular priced every-day selling lines on commission. Calling hardware and grocery stores. For all Ontario territory north and east of Toronto. Beginning in January. First-class references. State terms, etc. Box 37, Hardware & Metal.

HARDWARE CLERK FULLY EXPERIENCED in all lines of retail hardware business is looking for a steady position in a good town or small city. Box 33, Hardware & Metal.

YOUNG MAN WITH OVER FIFTEEN YEARS' experience in retail hardware and kindred lines, reliable, energetic, desires a position on the road. Open for engagement January first. Box 17, Hardware & Metal.

ATTENTION BROKERS AND MFG'S AGENTS: Stenographer with considerable experience, would like charge of clerical work whether to be done at their office or at her own. Apply Box 162, Hardware & Metal.

MISCELLANEOUS

NICKEL PLATING—ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson, 173 William St., Montreal. Telephone Main 8144.

Quick Results

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word, with 10c additional for Box Number.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

HELP WANTED

WANTED — EXPERIENCED HARDWARE Clerk, for town in Eastern Canada. Good salary and permanent position for suitable man. State clearly in first letter age, experience, whom worked for, salary wanted, and when ready to take up position if application is accepted. Apply to Box 44 Hardware & Metal.

WANTED FOR WEST — FIRST-CLASS sporting goods man; to look after district club business; must be a keen salesman and good mixer. State experience, age and salary required. Box 51, Hardware and Metal.

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A FIRM OF SUCCESSFUL HARDWARE brokers with offices in Vancouver, B.C., and Calgary, Alta., having adequate warehouse and selling facilities open to represent manufacturers of one or two first-class lines. In the first instance write care of Hardware & Metal, 314 Carter-Cotton Bldg., 198 Hastings St. W., Vancouver, B.C.

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

For Distinctive --- Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.---Ottawa, Canada

Curtain Rods, Household Fixtures, Bathroom Fittings.

Newell Mfg. Co. Ltd., Prescott, Ont.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO N.,Y.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.

OWEN SOUND, ONT.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

Retail Prices	
	Single Spiral Colored Bands - - - $1.00 for 100
	Ribbon Bands Colored - - - - - $1.65 for 100
	Challenge Adjustable Bands - - - .20 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

RIDEAU SPECIALTY CO.

MANUFACTURERS, SMITHS FALLS, ONT.

'Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited

WINNIPEG, MAN.

If you have anything to sell to the Trade, you should advertise it in this paper.

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

Toronto Foundry Co.

884 Davenport Road TORONTO, CAN

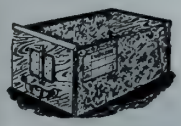
$1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher

Repair shop in itself, mends harness, shoes, auto tops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

C. A. MYERS COMPANY

26 Woodlawn Ave. Chicago, Ill. U.S.A.



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LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc Paddles and Oars.

Peterborough Canoe Company Limited

288 Water Street Peterborough Canada

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr. Russell Jennings in 1856.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

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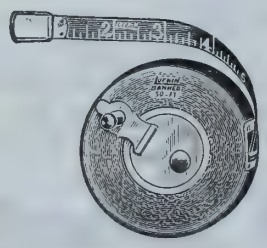
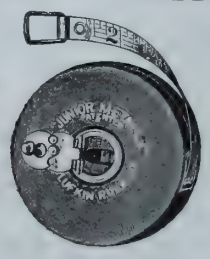
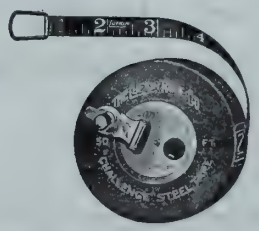
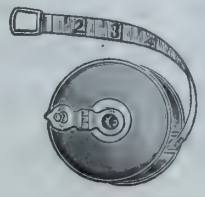
Did You Ever Feature Measuring Tapes?

Your Market will Surprise You--They have a Thousand Uses

There's a tape for everybody, from farmer to professional man; of a style and price that fill the bill for each. There's a good margin for you.

TRY IT OUT



We will supply cuts for your printer, and colored display cards for your store that will talk tapes to everybody that comes in.

We have a tape display case carrying just the assortment every hardware merchant needs.

YOU WILL FIND THE DEMAND IS FOR

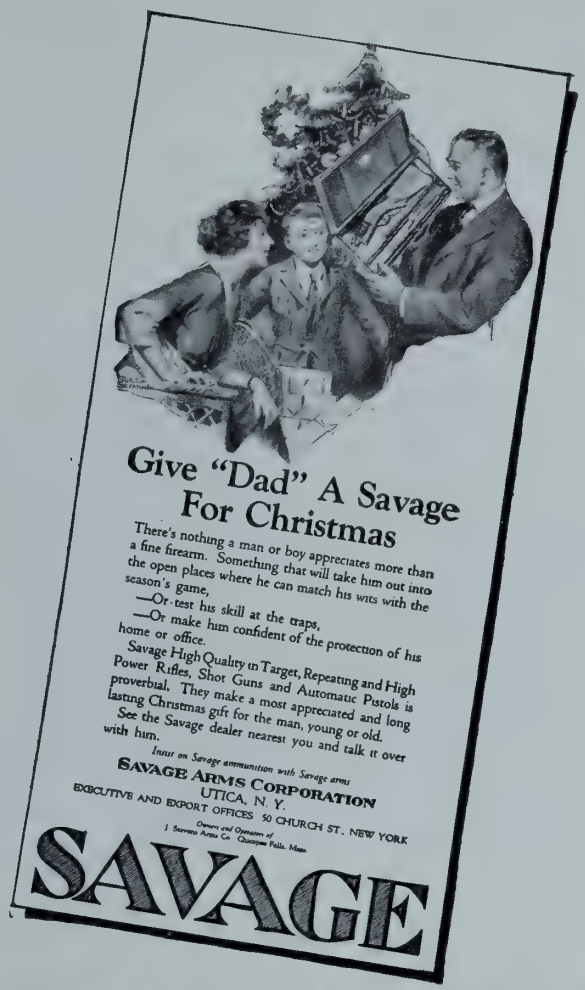
LUFKIN TAPES

THE RECOGNIZED STANDARD FOR YEARS

Made in Canada

Send for Catalogue. Ask your Jobber's Salesman.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.



CHRISTMAS GIFT BUSINESS

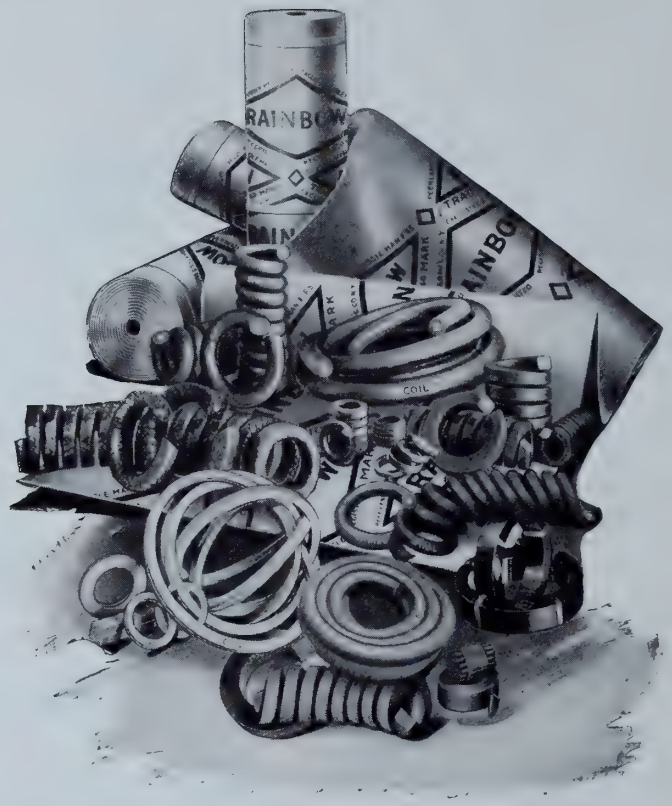
All the force of the Savage consumer advertising for December 1921, is being devoted to the Christmas Gift Idea.

The above is a reproduction of the December Savage Sporting Magazine copy that will co-operate in closing Christmas sales.

Savage Rifles, Shot Guns and Pistols have always been a popular Christmas Gift for men and boys, and the Savage policy of taking advantage of the gift season in devoting all its advertising space to the Gift Idea is a co-operation that every live dealer will take advantage of. A window display of the various Savage models surrounding a reproduction of the above advertisement will go a long way in bringing seasonable business.

SAVAGE ARMS CORPORATION
Utica, N. Y.
Executive and Export Offices: 50 Church St., New York
Owners and Operators of J. Stevens Arms Company, Chicopee Falls, Mass.

SAVAGE



Rainbow Sheet Packing

is the *original* red sheet packing. For more than 30 years it has held the confidence of the mechanical world because it has never failed to give satisfactory service.

The steam engineers in your vicinity know from experience that a gasket cut from genuine Rainbow is their best assurance of a permanently packed flange.

You cannot afford to overlook the remarkable sales possibilities of Rainbow Sheet Packing.

All Rainbow Sheet is red, but all red sheet is not Rainbow. Identify the genuine by the Diamond Rainbow trade-marks on every yard.

Genuine Rainbow is made in Canada. Your jobber will help you order a balanced stock, or write direct.

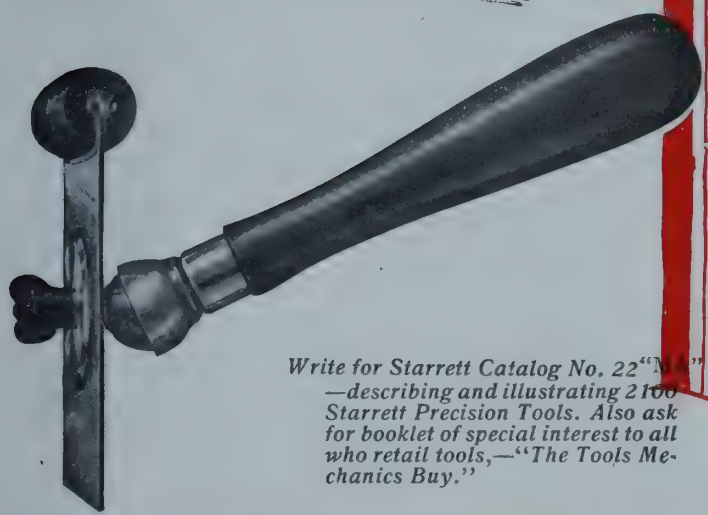
Dominion Rubber System

Head Office :: :: Montreal

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 50 | THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA | December 10, 1921



SCRAPERS

The handiest, most efficient scraper on the market is the Starrett No. 194 Universal Scraper here illustrated.

Has eight sharp, hard cutting edges adjustably mounted on a suitable handle. A ball joint with spring plunger makes quick adjustment easy. By slightly turning the handle the blade is instantly released or locked.

A substantial and practical grip guard, made to fit the hand, is provided and so designed that it may be instantly slipped on or off either side or end of the blade.

THE L. S. STARRETT CO.

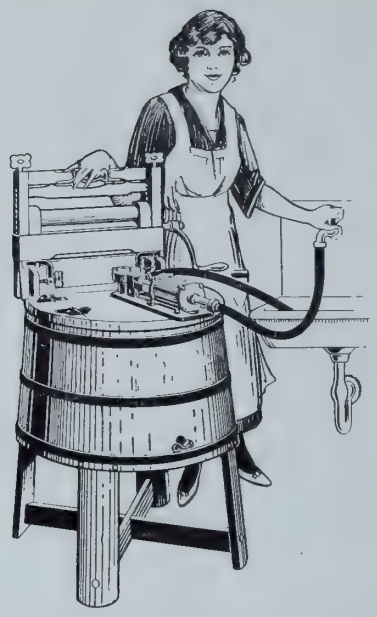
The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

Write for Starrett Catalog No. 22"M.H." —describing and illustrating 2100 Starrett Precision Tools. Also ask for booklet of special interest to all who retail tools,—"The Tools Mechanics Buy."

STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

Starrett Tools



THE IDEAL WATER POWER WASHER

What More Acceptable Christmas Gift Than A Washing Machine or Wringer?

Wise dealers prominently display an assortment and suggest these splendid labor-savers to customers.

Many a man will buy a washing machine or wringer (or both) for his wife or mother and thank the dealer for his happy suggestion.

The "Dowswell" line comprises washing machines and wringers for every sized pocket book.

DOWSWELL, LEES & CO. LTD.

HAMILTON, CANADA

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

Hatch
Garage Door Outfits

To be reliable, serviceable and efficient, a set of garage hardware doesn't have to cost almost as much as the automobile. The Hatch Garage Door Outfit has all the qualities the heart could desire in a dependable outfit—yet it is low priced. Low priced, that is, for the high quality. Try it on your own garage; then you'll realize why the customers are delighted.

The Set Includes

3 Special Swivel Door Rollers; 22 feet of Track; 3 Pairs Special Garage Door Hinges; 3 Stay Rollers (floor guides); 2 Extra Heavy Garage Door Handles; 1 Safety Hasp (for fastening doors outside); 1 Hook and Eye (for hooking back swinging section inside.)

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested tear out this page and place with letters to be answered.

'RICE LEWIS' NEWS

Mr. and Mrs. Santa Claus, do not pass up the hardware store to-day.

With changing conditions came changes even in the staid old hardware store of a few years ago. Though "Xmas" trade has always been important in the hardware store, to-day, owing to the increase of women's patronage, this business has become a real factor.

Practically every order from hardware stores for the past month or so included lines suitable for Christmas gifts—lines such as: *Pyrex Ovenware, Silverware, Cutlery, Electric Appliances, Skates, Sporting Goods, etc.*

If your stocks are becoming depleted, let us help you sort up. Write, wire or 'phone your needs and we will give your requests, large or small, our prompt, careful attention.

Rice Lewis & Son, Limited, Toronto

—the home of Christmas Gift Hardware

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

JAMES SMART PLANT
BROCKVILLE - CANADA
St. John Montreal Toronto Winnipeg Vancouver

Registered W.D.S.&Co DURO ALUMINUM Trade Mark

"DURO"

Registered W.D.S.&Co DURO ALUMINUM Trade Mark

ALUMINUM WARE

MADE IN CANADA

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES

Leading Jobbers Handle *"DURO"*

No. 600 CHILD'S BUNGALOW SET

Contains 1 Dish Pan. 5 in. 1 Sauce Pan 4 in. 1 Stew Kettle, 4 in. 1 Stew Pot with cover, 4 in. 1 Pie Plate, 5 in. 1 Fry Pan, 5½ in. 1 Cake Plate, 5 in.
1 Scoop, 3 in.
Eight Useful Articles

No. 700. CHILD'S BUNGALOW SET

Contains 1 Pie Plate, 5 in. 1 Fry Pan 5½ in. 1 Sauce Pan, 4 in. 1 Stew Pot with cover, 4 in.
Four Useful Articles.

Supplied in either Plain or Holly Boxes

"DURO" ALUMINUM CLEANSER

Contains one cake of soap, six pads fine steel wool. Cleans, Scours, Polishes, removes dirt instantly, giving Brilliant Polish.
"Duro" Cleanser is also useful for cleaning Glass, Enamelled-Ware, Sinks, Bath Tubs, Faucets, Bathroom Fixtures, etc.
"Duro" Cleanser will remove Paint and Varnish from Woodwork, Glass, etc.

Have You Seen the New *"DURO"* POTATO POT, 6 Quart Size?

POTATO POT (With Lock Lid) and large tipper handle

No. 356. 6 Qt.
Easy pouring lip. Sunken Cover. Cannot scald the hands.

DURO ALUMINUM, LIMITED

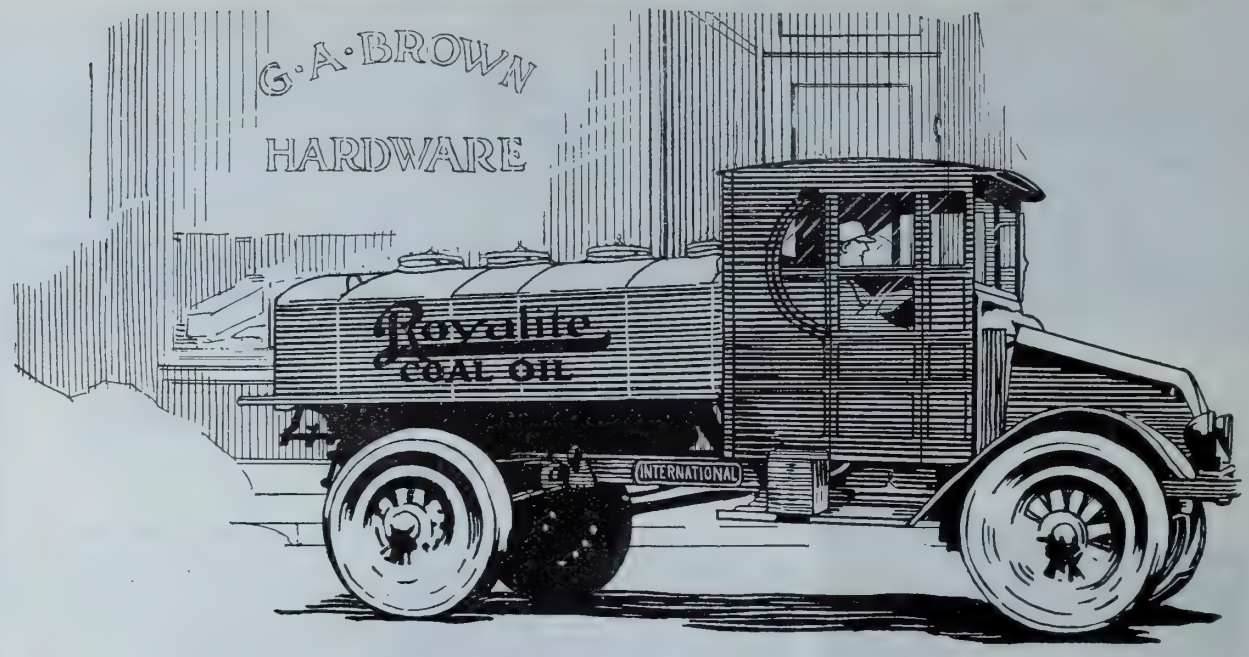
Successors to W. D. SHAMBROOK & CO., Hamilton, Ont.

W. D. SHAMBROOK, President

Representatives:

A. T. CHAMBERS, VANCOUVER
L. T. WALLS SALES, Ltd., WINNIPEG.
J. R. ANDERSON, 36 ST. DIZIER ST., MONTREAL
ARMSTRONG & PATERSON, ST. JOHN, N. B.
A. F. BURNS, HAMILTON, ONT.

If interested tear out this page and place with letters to be answered.



Are You Getting This Business?

If you could multiply the number of oil heaters and oil stoves, lamps and lanterns, tractors and stationary engines, incubators and brooders in your territory by the amount of Imperial Royalite Coal Oil each consumes, you would be amazed at the market for this product.

Your trade knows from experience that Imperial Royalite Coal Oil is the most economical and dependable coal oil they can use. They are inclined to buy exclusively at the store where they can purchase their supplies of this superior quality fuel.

To add to their convenience and satisfaction and at the same time **make them your exclusive customers,** you should carry Imperial Royalite Coal Oil in stock.

Make your store the Imperial Royalite depot. Regular tank wagon delivery from a nearby Imperial warehouse enables you to always maintain adequate supplies for your customer's needs.

Phone our nearest branch and have the Imperial tank wagon call.

IMPERIAL Royalite SAFEST AND BEST COAL OIL

IMPERIAL OIL LIMITED

Canadian Company---Canadian Capital
Canadian Workmen

If interested tear out this page and place with letters to be answered.

Special Notice to Retailers about THERMOS Prices

January 1st to June 30th, 1922

guaranteed against our own decline during this time

New Price List for 1922 ready for mailing December 2nd. Reductions on many of the popular numbers of Pints, Quarts and Kits.

Thermos Company plays fair with their dealers by advising them in time to reduce stocks before changes in retail prices take place.

On all goods shipped from our warehouse during December, new prices will be charged to allow for delivery.

There will be more THERMOS sold this December than ever was sold at a similar season. Customers everywhere are spending their cash on the economy product. THERMOS saves for all. Pays for itself in a few trips and gives best service. Season's gifts are in order. Display THERMOS and emphasize the saving they mean to the user. Mention THERMOS in your holiday advertising. Profits are good for the dealer. Get your share. Act now. Electros of THERMOS products sent on request. Make your display of THERMOS products now in stock and thus reduce and make way for new priced goods and some new numbers. Order these new lines now direct or through your Jobber.

A New Number

Full corrugated case, Butlers finish, at popular prices:

No. 25 Pint retail $3.00
No. 2525 1½ Pint retail..... 4.00
No. 250 Quart retail 4.50
No 25½ Pint retail 2.50

Pints ready for delivery December 1st. Other sizes about January 1st, 1922.

Dealers' discounts from retail prices quoted 25 and 10%—2% 30 days.

Quantity discounts quoted on request.

New one and a half pint bottles and kits recently introduced are proving good sellers. Note new prices in effect January 1st, 1922:

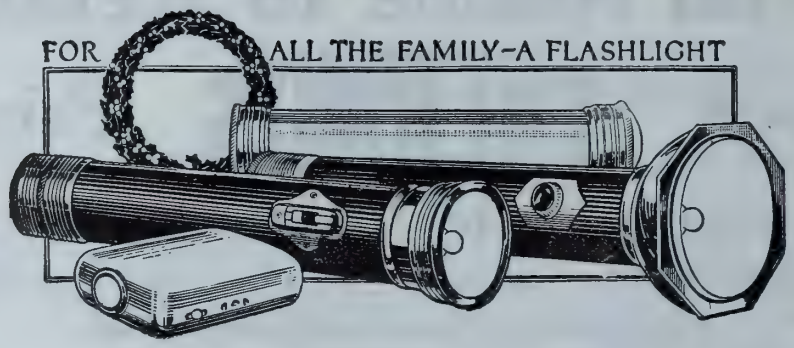
No. 1111 1½ Pint size, aluminum trim $3.00
No. 1414 1½ Pint size, nickel trim. 3.50
No. 2525 1½ Pint size, corrugated nickel, Butlers finish 4.00
No. 1515 1½ Pint size, corrugated nickel 4.50
No. 1396 1½ Pint Kit, metal..... 5.50
No. 1397 1½ Pint Kit, metal..... 6.00
No. 1400, 1½ Pint Kit, fibre..... 5.50
No. 1402, 1½ Pint Kit, fibre..... 6.00

Wishing all our Thermos Dealers a Merry Christmas and a Peaceful, Prosperous New Year

THERMOS BOTTLE COMPANY, LIMITED

46 West Wellington Street, TORONTO

If interested tear out this page and place with letters to be answered.



Don't Be Afraid of Overstocking the Eveready Christmas Stocking

The record breaking Christmas demand for Eveready Flashlights and Batteries will leave some merchants with empty shelves at the height of the Holiday rush.

While Eveready Jobbers have provided for just such emergencies and are prepared to give prompt service on last minute orders it is better business to carry an adequate stock.

Will Your Eveready Stock See You Through?

This is going to be the biggest Eveready Christmas on record—be sure your supply of both Flashlights and Batteries is large enough—don't be afraid of over-stocking.

CANADIAN NATIONAL CARBON CO., Limited

Montreal Toronto Winnipeg Vancouver

AC-31-T

If interested tear out this page and place with letters to be answered.

WIRE NAILS

Blued—Cement Coated —Galvanized—
Copper Plated—Brass Plated

CUT NAILS

Standard Cut Nails, Cut Finishing Nails,
Roofing Nails, Coopers' Nails, Boat Nails
Sharp and Flat
Pressed Nails
Clinch Nails

HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL

If interested tear out this page and place with letters to be answered.

STRATHCONA is a new Rogers Anchor brand pattern of unusual beauty and distinction that will quickly appeal to your discriminating trade.

Rogers Anchor brand is priced midway between the costly extra heavy plate and the low priced ware.

It has a base of fine nickel silver; it is heavily plated and staples are reinforced with still heavier plate at all points subject to hard usage.

Strathcona has a beauty and dignity of line rarely found in anything but sterling silver. And this combined with the long wearing quality and reasonable price of Rogers Anchor brand makes Strathcona the most attractive value you can offer your trade today.

ROGERS

Strathcona Pattern

Teaspoons
$6.00 per dozen

Made by WM. ROGERS MFG. CO., LIMITED
Niagara Falls, Ontario

If interested tear out this page and place with letters to be answered.

There's a *Tycos* or *Taylor* Thermometer for every purpose

THERE'S a prospect in every home, office and shop for a *Tycos* Indoor, Outdoor, Fever, Bath, Candy, or Oven Thermometer.

Advertised by daily reports in all newspapers, discussed wherever people meet, the weather is an all-absorbing topic.

People want to know and naturally they turn to *Tycos* Barometers and Thermometers.

Properly displayed, the people come to you to buy.

Our sales helps help.

Our new catalog showing latest styles and new prices will interest you. Send for it.

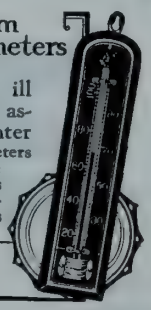
Taylor Instrument Companies

110-112 Church St., Toronto, Ont.

D-8

Tycos Room Thermometers

Stand between you and ill health; help you save coal; assure comfort throughout winter months. One of many thermometers—oven, candy, bath, fever—made by world's largest manufacturers of temperature instuments. Booklet telling right home temperatures free.



Taylor Instrument Companies
T-191—Toronto, Ont.

If interested tear out this page and place with letters to be answered.

The British Government

(Department of Overseas Trade)

Announces that the Eighth Annual

British Industries Fair

will be held at

LONDON AND BIRMINGHAM

from

27th February to 10th March, 1922

All Canadian buyers are cordially invited to attend.

A particularly fine and comprehensive range of

Builders', Marine and Household Hardware

Metals and Brushware

Colours and Varnishes

will be shown in addition to many other lines of manufactured goods.

Goods can be examined, values compared and contracts concluded at the Fair with the minimum of trouble and the greatest saving of time.

Full information and complimentary admission cards are obtainable from:

H. M. Senior Trade Commissioner,
248 St. James Street, Montreal.

H. M. Trade Commissioner,
260 Confederation Life Building, Toronto.

H. M. Trade Commissioner,
610 Electric Railway Chambers, Winnipeg.

If interested tear out this page and place with letters to be answered.

"Please send me," he said,

and we mailed him the book. This is the letter he wrote us:

Dayton, O., June 2, 1921.

"Henry Disston & Sons, Inc.
Philadelphia, Pa.

"Gentlemen:—I want to thank you for your 'Saw, Tool and File Book,' which I received several days ago, and with which I am very much pleased.

"Your Book is just what I need, I have six of your saws, but the way I have been filing them I think I shall need a jointer.

"I feel very good toward you for your courtesy to me! in fact, I think you are just about as fine as your saws. I don't think that I could pay you a higher compliment.

"I am fifty-five years old, and in all my years I have heard only two men praise any but the 'Disston Saws.'

"I am not familiar with your other tools, and, frankly, I didn't know that you made any others, but I shall get acquainted with some of them very soon.

"In conclusion let me again thank you for the Book; it has so much valuable information in it, and so many fine illustrations that I hardly know which to praise more—its utility or its art. I like both, and am immensely pleased.

Yours truly,
WM. BENZING,
1220 Wyoming Street."

When a man gives us a compliment like that, do you wonder that we want to talk about it? We wish you would read the book. If you would like a copy, or several for your clerks and customers, write your name and address on this page, and mail it to us. Address the envelope to Desk No. 2. We will send you the book free of charge.

DISSTON
PHILA. PARIS
U. S. Pat. Off.

Henry Disston & Sons, Ltd.

Toronto, Canada.

Branch: Vancouver, B. C.

A List of What Disston Makes

And in these Saws, Tools and Files is that quality found in

"The Saw Most Carpenters Use"

Back Saws
Band Saws for Wood and Metal
Bevels

Buck Saws
Butcher Saws and Blades
Circular Saws for Wood, Metal, and Slate
Compass Saws
Cross-cut Saws and Tools
Cylinder Saws

Drag Saw Blades
Files and Rasps
Grooving Saws
Gauges—Carpenters' Marking, etc.
Hack Saw Blades
Hack Saw Frames
Hand, Panel, and Rip Saws
Hedge Shears

Ice Saws
Inserted Tooth Circular Saws
Keyhole Saws
Kitchen Saws
Knives—Cane, Corn, Hedge
Knives—Circular for Cork, Cloth, Leather, Paper, etc.
Knives—Machine
Levels—Carpenters' and Masons'
Machetes
Mandrels

Milling Saws for Metal
Mitre-box Saws
Mitre Rods
One-man Cross-cut Saws
Plumbs and Levels
Plumbers' Saws
Pruning Saws
Re-saws
Saw Clamps and Filing Guides

Saw Gummers
Saw-sets
Saw Screws
Screw Drivers
Screw-slotting Saws
Segment Saws
Shingle Saws
Slate Saws—Circular
Squares—Try and Mitre
Stave Saws

Sugar Beet Knives
Swages
Tools for Repairing Saws
Tool Steel
Trowels—Brick, Plastering, Pointing, etc.
Veneering Saws
Webs—Turning and Felloe

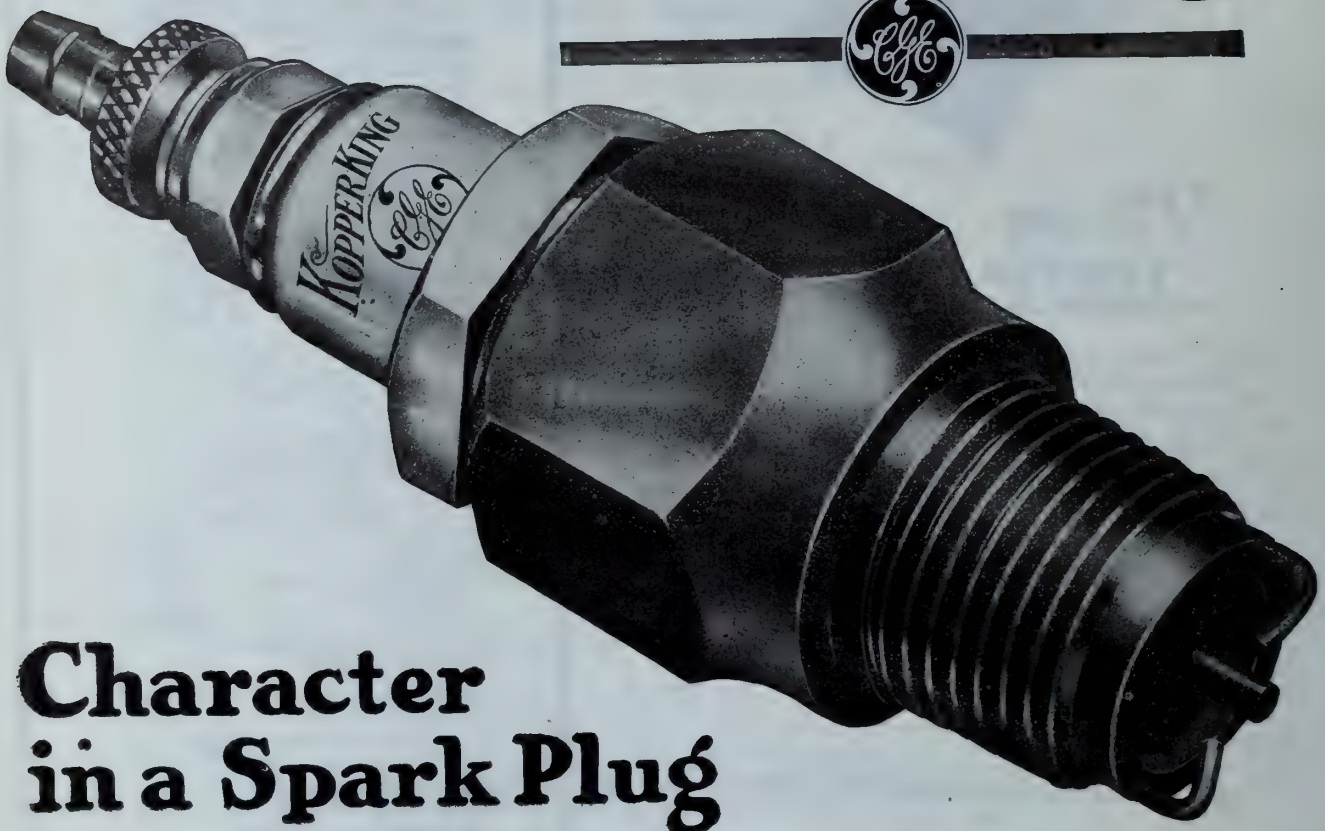
This is a partial list. There are thousands of items in the complete Disston line.

DISSTON

SAWS TOOLS FILES

If interested tear out this page and place with letters to be answered.

Kopper King



Character in a Spark Plug

FIRING the gas vapor, driving down the piston-head hour after hour with an exploding sheet of flame, demands character—not mere metal and insulation—character expressed in design, in construction methods and workmanship.

The Kopper King is a prestige builder. Incidentally, it shows the Dealer a greater margin of profit than any competing plug. The Rust-proof Copper Surface prevents Carbon deposits; carbon will not adhere to copper under Electrical Heat. The Kopper King is without a peer among Spark Plugs. It is a quality plug from first to last.

"Tested for Service"

Canadian General Electric Co., Limited

HEAD OFFICE TORONTO

Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.

If interested tear out this page and place with letters to be answered.

Antique Gold Finish. Two lights. Shade of metal overlay and amber glass.
Height 22 inches.

Catalogue No. L. 2600

A Winner From The Word Go

MODERATE in price, beautiful in design, this Miller Library Lamp is distinctive enough for a mansion, yet within the means of all.

For a quick mover, we can conscientiously recommend this lamp. The extremely reasonable price coupled with its charming appearance combine to make a real business-getter.

Portable Lamps make a very seasonable window display at this time of the year. Our district office you do business with, will be more than pleased to make suggestions and render every assistance.

Canadian General Electric Co., Limited

HEAD OFFICE TORONTO

Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, [illegible] Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.

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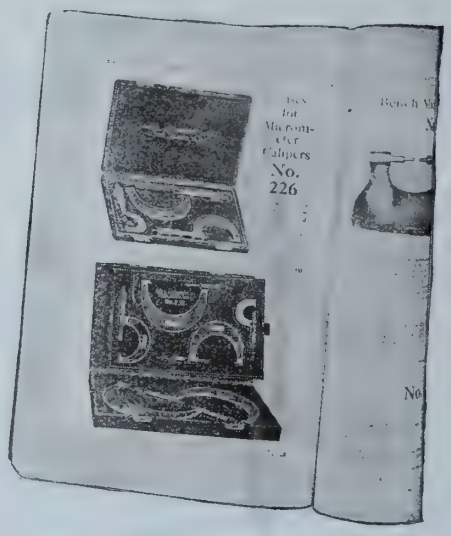
New Tools You Should Know



Micrometer Caliper Set

No. 226 L

Four Starrett Micrometer Calipers reading to ten-thousandths—sizes 1-inch, 2-inch, 3-inch and 4-inch. The sizes included afford sufficient capacity to cover a very wide range of work. Each of the four micrometers in the set is equipped with the Starrett lock nut and ratchet stop. Details of this and other sets of Starrett Micrometer Calipers are given on pages 172 and 173 of the new Starrett Catalog No. 22 "MA." If you have no copy of this catalog at hand, write for one—and also get the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-241

Sell Starrett Tools

Standard among file users for over fifty years, our five brands of files bring easy profits to the dealer.

They are known, and they sell themselves.

They are obtained readily from your jobber; we carry large reserves to meet the growing demand.

Our consumer advertising is educating file users to replace worn files promptly.

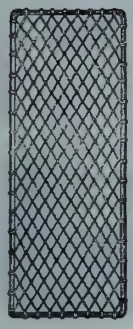
Specify one of these brands when ordering:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario



CLOSE UP THE WINDOWS AND MAKE MORE MONEY

Just at the present moment there is a campaign on against the robber. Everywhere owners of factories, stores, etc., are putting up guards to keep out the thief.

DENNISTEEL
Wire Window Guards
Are Greatly In Demand

There isn't a hardwareman who can't take an order for us for these guards for buildings in his district.
There is good profit for you if you act as our agent.
Write for particulars.

We Also Make

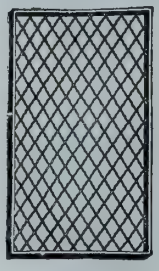
Wire Elevator Enclosures, Machinery Guards, Steel Lockers, Steel Cabinets, Steel Shelving, etc. Commercial Wirework of all kinds. General Builders' Ironwork. Ornamental Iron and Bronze. "Boca" Solid Steel Sash. Steel Lavatory Compartments, etc.

Write for folders.

Halifax
Montreal
Ottawa
Winnipeg

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON
CANADA

Calgary
Vancouver
Toronto
Hamilton
Windsor



Sales Built on Confidence

Morrison Gauges

include gauges for every conceivable purpose—for indicating or recording:—pressure, temperature, altitude, revolutions, etc.

These well-known, reliable gauges sell well because they are regarded by mechanical men as standard.

There is hardly a requirement for gauges that you cannot supply with Morrison Gauges. With the Morrison line you can make a sale out of inquiries.

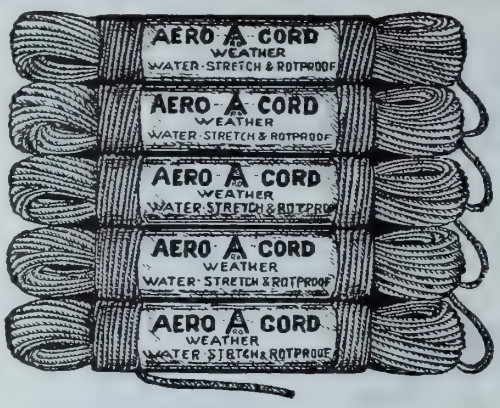
Write to-day for catalogue of the reliable Morrison products. It will pay you to stock and sell the famous Morrison line.

James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. W., Toronto

Owned and Operated by Nicholson File Co.

If interested tear out this page and place with letters to be answered.



Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE QUEBEC

Western Agents: The H. L. Perry Co.,Limited, Winnipeg, Man.

V & B TOOLS

V. & B. Tools Comprise one of the Most complete lines of carpenters' tools manufactured in the U.S.A.
Hammers, Braces, Planes, Screw Drivers, Cold Chisels, Machine Punches, Pipe Wrenches, Pliers, Pincers, Nippers, etc.

All V. & B. Tools are individually tested and are fully warranted. Write for complete catalogue.

Vaughan & Bushnell Mfg. Co.

2114 Carroll Ave. **Chicago, U.S.A.**

Montreal Office
Alex. Gibb, St. Nicholas Bldg.

Winnipeg Office
L. T. Walls Sales Ltd
702 Confederation Life Bldg.

Premax House Numbers

A common requirement of the Postal Department for carrier delivery in any community is a clear, legible house number. You can make this an important item of your business.
The Premax Line of Embossed Metal Letters, Figures and House Numbers—aluminum and brass—is a most complete line. It comprises a wide range of sizes and finishes and assures ample stocks always.
Folder 14 gives full information. Ask for it.

Niagara Metal Stamping Corp.

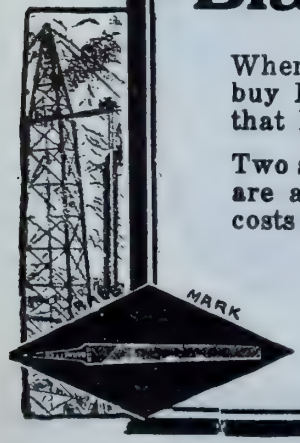
Division M **Niagara Falls, N.Y.**

Makers of the Premax Line of Hardware Specialties.

SALES REPRESENTATIVES

Western Canada:—D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.
Eastern Canada:—R. R. Labelle, 404 De St. Valier St., Montreal, Que.

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

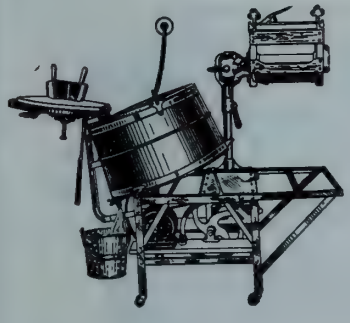
Owned and Operated by Nicholson File Co.

FITTINGS LIMITED

OSHAWA, CAN.

MANUFACTURERS OF

"DIAMOND" PIPE FITTINGS



THE CONNOR ELECTRIC WASHER
No. 2

HAS MANY IMPROVEMENTS THAT MAKE WASHING EASIER

With the balanced tilting tub the last drop of water can be drained out of the tub without any lifting.

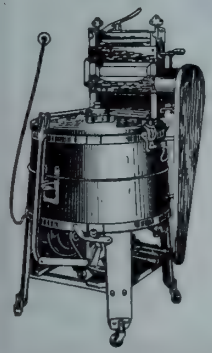
With the swinging wringer, the operator can wring out of rinse tub while the machine is washing.

The basket rack folds under the tub. The steel stand is galvanized to prevent rust. It is mounted on large piano casters.

The tub is of 1¼-inch cypress. Keeps the water hot and will last longer than metal machines.

Connor Electric No. 2, List Price $140.00

Connor Power No. 1, same machine as above for belt drive, list price $80.00.



The Economy Electric is just what its name implies. It is cheap in price, stationary wringer machine, cut gears. The workmanship is first-class. List price $110.00.

The Economy Power for belt drive, list price $60.00.

The regular 30 per cent. discount applies. These machines will satisfy your customers. Write for samples.

J. H. Connor & Son, Ltd., - Ottawa, Ont.

Manufacturers

WESTERN OFFICE, 311 Chambers St., Winnipeg, Man.

WELLWORTH
High Class Products for Christmas Gifts

Wellworth Polished Brass Cage Stand

This, with cage and bird, makes a beautiful gift for the home. It is also admirably suited for the embellishment of hotels, departmental stores, clubs, rest rooms and other public centres.

Good Stock Order Now

Wellworth Tea Kettles
Aluminum and Copper in Holly Boxes

Wellworth Aluminum Percolators
also in Copper
Regular type as above, and also for electric

Wentworth Mfg. Co., Hamilton, Canada.

Do it now!

If you have not received close co-operation, prompt shipments and well-selected, salable goods, try Thomas Birkett & Son Co., Limited, right now—to-day.

Dictate a letter—a postcard will do—and write for information and prices, stating what lines you are considering just now.

We will be glad of the opportunity to make your acquaintance and happy to give you a sample of our service to retailers.

Thos. Birkett & Son Co.,
LIMITED
Shelf and Heavy Wholesale Hardware
Ottawa, Canada

Quick Shipment
On All Kinds of
HANDLES

We offer you deferred or immediate shipments of Axe, Hammer, Peavy, Pick and Cant Dog Handles. These are made from the finest of clear, selected, straight-grained Second Growth Hickory, White Ash and Maple.

We assure their excellence and uniformity by exercising special precautions to have all stock split the right way of grain.

We make clean, beautifully balanced baseball bats of selected, straight-grained white ash. Write to-day for prices and details.

Darrah Bros.
Sutton, Que.

CHRISTOPHER JOHNSON & CO.
Cutlery Manufacturers
Western Works:
Sheffield - - - England

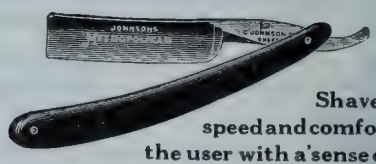
Cables: Johnson, Sheffield.
Canadian Representatives: F. Sara & Co., 1309 12th St. W., Calgary

Manufacturers of High Class Cutlery, Table and Pocket Knives, Scissors and Razors.

REGISTERED C.J TRADE MARK

This FLAG BRAND
on any article of cutlery is a guarantee of good service

OUR METROPOLITAN RAZORS



Shave with speed and comfort and tickle the user with a sense of his ability

The "FLAG BRAND"
(Registered Trade Mark)
Established 1836

REGISTERED C.J TRADE MARK

If interested tear out this page and place with letters to be answered.

"The Premier"

The Chicago "Premier" Spring Pivot Hinge is high-class—in a class by itself.

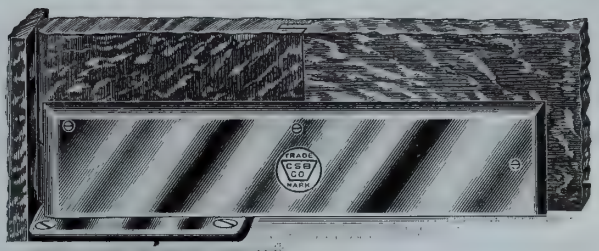
The weight of the door is carried on ball bearings, the eccentric has roller bearings and the spring is made of best tempered steel flat wire.

It also has a tension adjustment and an aligning feature.

It is recognized as the "PREMIER."

Chicago Spring Butt Company
CHICAGO NEW YORK
Send for Catalogue M36.

TRADE CHICAGO MARK
SPRING HINGES

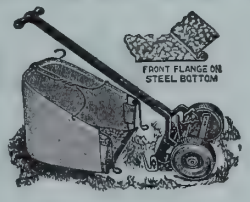


"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.



THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

Pedlar's

Galvanized Steel Shingles
Corrugated Iron Siding
Plain and Stone Pattern Siding
Metal Ceilings and Walls
Eaves Trough and Conductor Pipe, Etc.

Write for Price List and Illustrated Catalog H.M.

The Pedlar People Limited
Established 1861
Executive Office and Factories: Oshawa, Ont.
Branches: Montreal, Quebec, Halifax, St. John, Ottawa

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

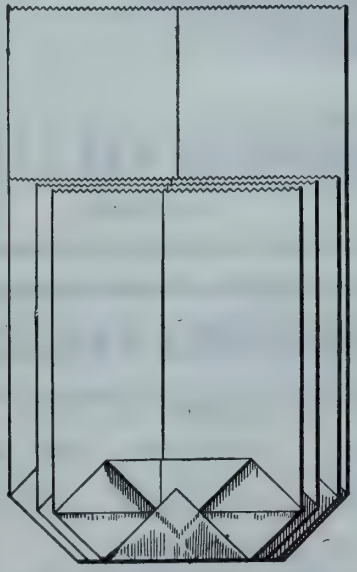
There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.
Manufacturers NEWMARKET, ONTARIO

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.
OTTAWA - CANADA

If interested tear out this page and place with letters to be answered.

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D"?

THE GENDRON MANUFACTURING CO., LIMITED

JARDINE TOOLS

This is a remarkably efficient machine that one man of medium weight can operate with ease on the heaviest work. It has the usual direct leverage for upsetting light to medium tires, and, in addition, a geared leverage that increases the power more than three to one for heavy tires and axles. The jaws are of tool steel, the teeth are machine cut and carefully tempered. This powerful machine upsets any tire up to four inches by one inch, and axles up to one and one-quarter inch.

Ask for catalogues

Tire Upsetter No. 6

A. B. JARDINE & CO. LIMITED

HESPELER ONTARIO

FROST KING

Weatherstrip

Saves High priced Coal

Coal prices are still up, and it pays your customers to stop all the drafts around windows and doors with Frost King Weatherstrip.

Frost King is not "just weatherstrip;" it is an efficient and reliable way to keep out the cold and conserve the warmth of the house. This desirable, quick-selling weatherstrip is made of felt that stops the wind and is extremely durable and neat.

Remind Your Customers

Order from your Jobber

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

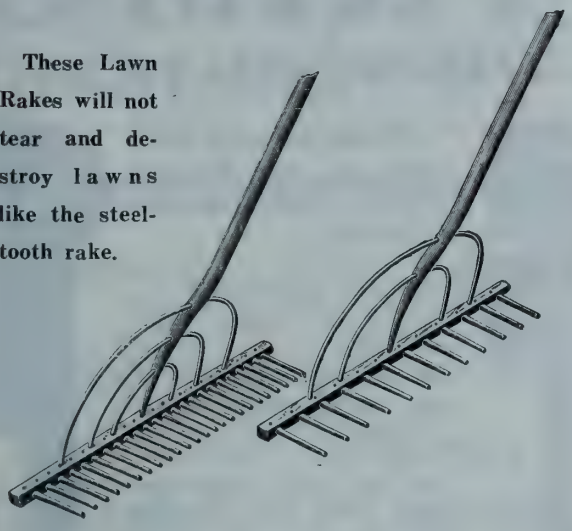
THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**

Steel Tube Bow Hay and Lawn Rakes

These Lawn Rakes will not tear and destroy lawns like the steel-tooth rake.



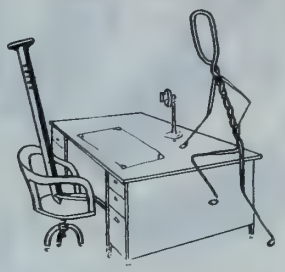
It is easy to convince your customers of the superiority of this rake.
The steel tube bow makes a much stronger and better looking rake and does not add anything to the weight.
Note the improved double bend in the handle, making a much better hanging rake.
We also make the wood and wire bow rake.

RUGG-BALL MFG. CO., LIMITED
AYER'S CLIFF, - - QUEBEC

LAIDLAW'S WIRE BOYS

Their chat No. 8

No Broken Nail Kegs



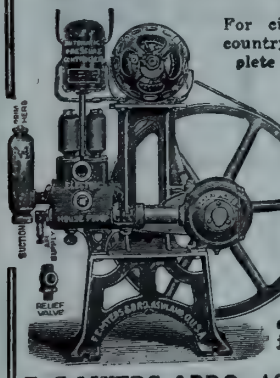
"I called on a hardware dealer this week who has been buying Laidlaw Nails for six years and handling generally about two carloads a year. He says, W. N., that he never has a damaged keg come in any shipment."

"That's the dope, B.T., they all say the same. It's the steel bands, top and bottom, and the wire hoops which do the trick. Then, too, the kegs are put together well and properly packed and made ready for shipment.

"This is worth while."

Laidlaw Bale Tie Co. Ltd.
Hamilton - - Canada

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS &BRO., ASHLAND, Ohio

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.
LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

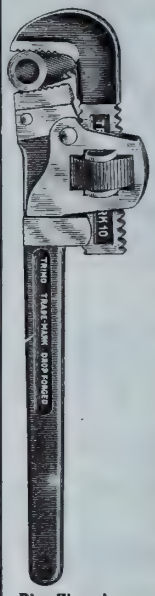
Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make **Trimo Pipe Wrenches** superior are the **Spiral Spring** always in place—**Steel Frames** that will not break—**Nut Guards** that protect adjustment nut—and the **Inserted Jaw** in handle that can be replaced when worn.

Pipe Wrench Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

If interested tear out this page and place with letters to be answered.

NORTHLAND SKIS
Make Good Sales Certain

Their reputation as the BEST is soundly established among Ski runners. All Northland Skis bear the Northland trade-mark. Ideal for Christmas gifts. Good profits. Immediate deliveries. Wire collect if necessary.

Write for Catalog of Skis, Snowshoes and Toboggans.

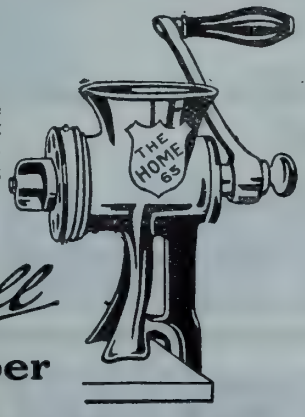
Northland Ski Mfg. Co.,
23 Merriam Park,
St. Paul, Minn.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

The Cash Register Tinkles—



Into the drawer goes the money — part cost — part profit. But how much further than immediate profit made do you figure? Follow the sale of a

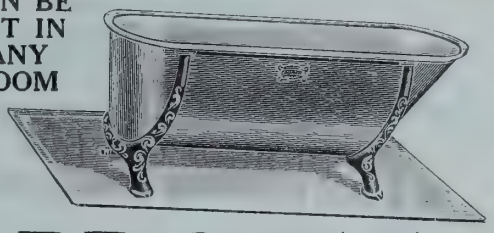
Maxwell
Food Chopper

There is the generous sales profit on an article in constant demand—plus customer satisfaction! Isn't that what counts, after all? For it creates a mental effect which will reflect itself continually in your "Profit Account."

Do you realize the variety obtainable in Maxwell Food Choppers, and the particular features of each? Complete stock to order from—all Made-in-Canada, and better than any imported.

MAXWELLS LIMITED
St. Mary's, Ontario

CAN BE PUT IN ANY ROOM



PROFITS
in Country Trade

This advertisement is of interest to you if you number among your customers people who live in country localities without city conveniences.

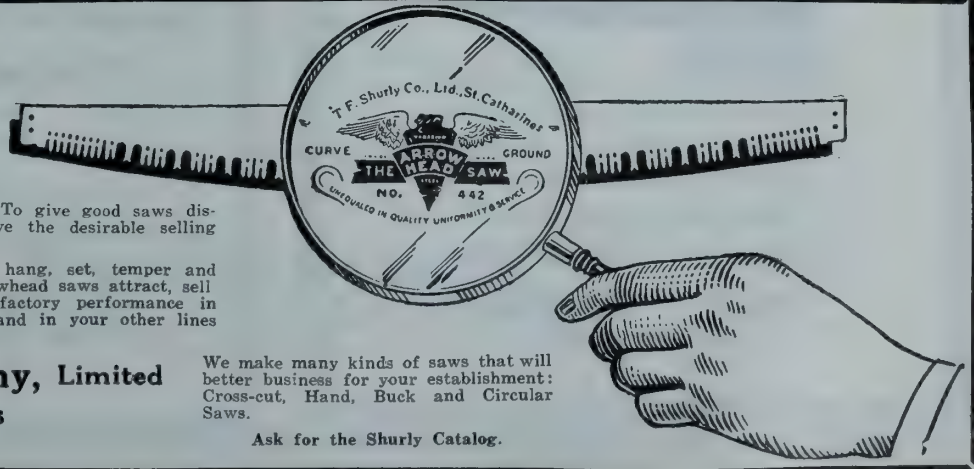
TWEED ENAMELLED STEEL BATHS

give country folk all the advantages of a modern bath room at a very small cost. Made of galvanized steel enamelled and installed without plumbing, they fill a long-felt want for those who have been suffering from the lack of adequate home conveniences.

Write us for price lists and further particulars about these baths as well as the Tweed Sanitary Closets and other home conveniences.

THE STEEL TROUGH & MACHINE CO. LIMITED
TWEED - ONT.

Arrowhead Saws
Vanadium Steel



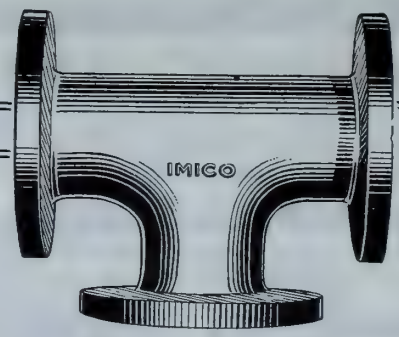
How you sell saws depends partly on your salesmanship. You can sell a poor saws but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.

T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.



Quality, Service, Reasonable Prices

On I.M. Brand Pipe Fittings and the general run of malleable and grey iron castings for manufacturers of machinery, agricultural implements, automobiles and specialties.

Our cast iron fittings are made with iron of high tensile strength, properly proportioned, and correctly tapped. Our malleable fittings are made of Air Furnace Refined Iron, reamed and tapped to gauge, with perfect threads. We can supply both screwed and flange fittings, either black or galvanized.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada.

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.

Manufacturers of Mica Insulation.

Price List on Application

Mica Company of Canada, Ltd.

P. O. Box 156, Hull, Que.

Watch For Our Ad Featuring

Hardware and Building

CASTINGS

In next week's space. We also make K-T Cobbler Sets, Window Weights, Coal Chutes, Clean Out Doors, Clothes Reels, Horse Weights, Well Wheels and Clothes Line Pulleys.

The Katie Foundry

Galt, Ontario

If interested tear out this page and place with letters to be answered.

GALVANIZED PAILS

We shall be glad to supply, in addition to our General Catalogue, information on steel castings, Enamelled Ware, Stamped Ware, Children's Toys, Roofing Material, Oil Stoves, etc.

These pails are all Davidson Quality in standard light weight. They are made in the "Dufferin" and "English" patterns.

We can also supply Tin Dairy Pails. Write us for particulars.

The Thos. Davidson Mfg Co. Limited

Head Office: Montreal
Phone Vict. 1492

Branches: Toronto, Calgary, Winnipeg, Vancouver.
Steel Foundry Division:
Lachine Canal, Turcot, Que.

DAVIDSON

A VALVE for EVERY SERVICE

Every Jenkins Valve Is Made For Maximum Service

Fig. 300
JENKINS
Brass Gate Valve
Type "K"

The Metal used in the making of Jenkins Valves, whether brass, iron or cast steel, as the case may be, is of the very finest quality with weight so distributed in every case as to give the valve correct proportion.

There's a size and a style of Jenkins Valve for every service and each valve is made for **maximum** service if used in the service for which it is recommended.

Genuine Jenkins Valves have a Diamond Mark on the body. This Diamond Trade Mark is a guarantee of customer satisfaction.

Write for particulars and free copy of Catalog No. 8.

Fig. 106
JENKINS
Brass Globe
Valve

Jenkins Bros.
LIMITED
Head Office and Works: 103 St. Remi St. Montreal Can.
TORONTO European Branch 6 Great Queen St. Kingsway, London, W.C. 2 Eng. VANCOUVER
AGENCIES IN ALL THE PRINCIPAL COUNTRIES OF THE WORLD

OUR COLORED GRADES

1B, 1A, 7, 1, 5,

OUR WHITE GRADES

Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

HOYT METALS

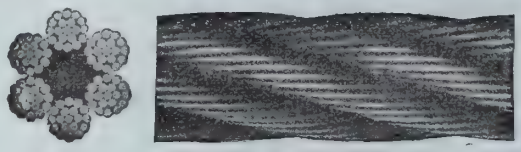
It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.

HAMILTON

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all solder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

CHICAGO SOLDER COMPANY

4225 Wrightwood Ave. Chicago, U. S.A.

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

ICE CUTTING TOOLS

For FARMERS, DAIRYMEN, Etc.

Ice Ploughs, Ice Saws, Ice Tongs, Bars, Hooks, Axes, etc. Write for Catalogue and Prices.

ROBERT DONALDSON & SONS

70 St. Henry Street Montreal

Capacity.....1 qt.
Net Weight..... ...4 lbs.
Shipping wgt..... 6¾ lbs.

Detroit Torch

Fully Inspected

The No. 2, quart-size torch has been pronounced, by experienced torch men, a real sensation. Highest quality brass tank; powerful improved burner; pump with power and strength; a heavy reinforced tank; hook and support for holding soldering coppers; every part thoroughly inspected and tested.

Detroit Torch & Mfg. Co.

Detroit, Michigan

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

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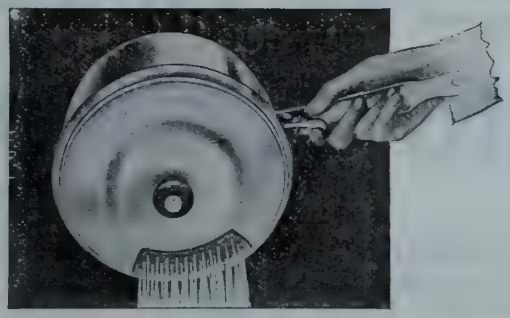
VIKO



Practical Strainer Saucepan.

A perfect Non-Scald Sauce-Pan, Colander, Strainer, Cooker and covered Sauce-Pan. Only one hand is required to drain contents. Has a coarse strainer in cover for draining stews, etc., and a fine strainer for soups, etc. Also has a special opening for draining potatoes. Cover locks tight on Sauce-Pan, and can only be removed by pressing special attachment on handle.

Aluminum Specialty Company
OF CANADA
60 JOHN STREET, TORONTO, CANADA

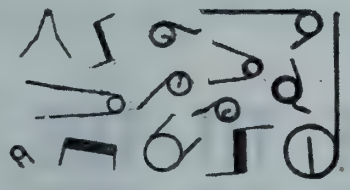
Before Placing your Order for
POULTRY NETTING
communicate with

J. H. HANSON COMPANY LIMITED
248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

IN STOCK AT MONTREAL.

SPRING MAKING MACHINES



Torsion Spring Forms made on our
TORSION SPRING WINDING MCH.
Ask for Bulletin No. 270

Sleeper Hartley, Inc.
WORCESTER, MASS.

Now is the time to sell
BANNER ASH SIFTERS

Manufactured by
THE BURROWES MANUFACTURING CO.
607-611 KING ST. WEST, TORONTO

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

"OAKEY'S"
WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que., Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Ave West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

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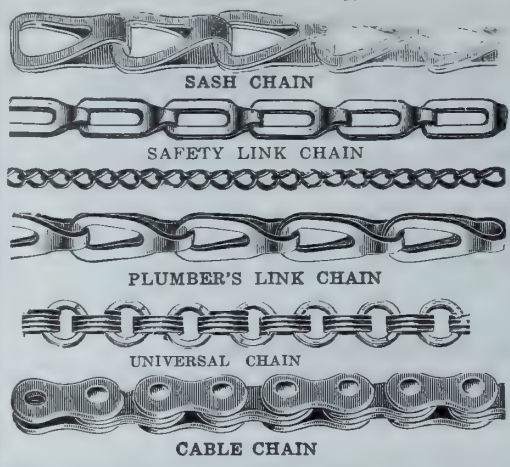
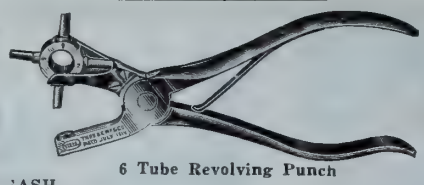


SASH
CABLE
TRANSOM
PLUMBERS
SAFETY
JACK
LADDER
UNIVERSAL
AA and XXXX

CHAINS



6 Tube Revolving Punch

REVOLVING
SPRING
SEMCO
TURRET

PUNCHES

Semco Revolving Punch

THE SMITH & EGGE MFG. COMPANY
"ORIGINATORS OF SASH CHAIN"
BRIDGEPORT, CONN., U. S. A.

Don't Throw it Away

Extra money, additional profit is welcomed by everybody. Do you know that Mendets are selling by the millions of boxes? Do you know that you have only to put a display package on your counter and they'll sell while you're busy? You might as well have this extra profit coming in.

COLLETTE MFG. COMPANY - COLLINGWOOD, ONT.

IF YOUR MESSAGE TO THE TRADE

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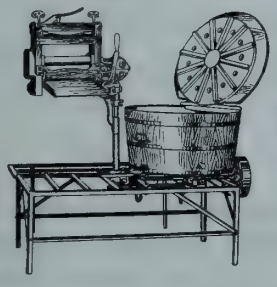

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

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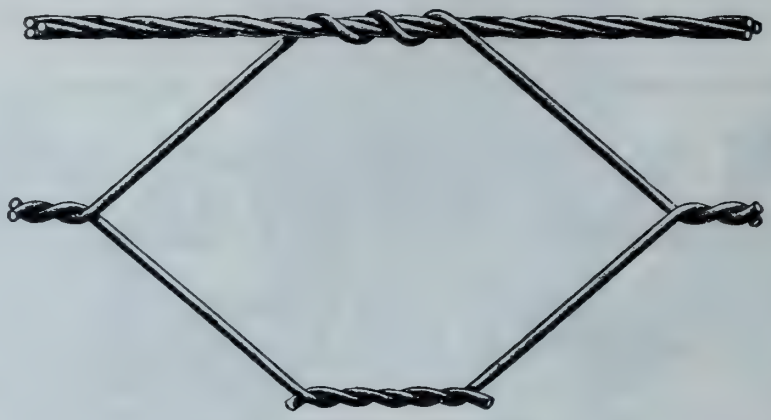

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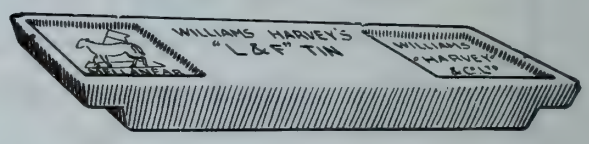

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII DECEMBER 10, 1921 No. 50

Developments in The Roofing Industry

Some Lower Quotations Recently Announced Attract Keen Interest—Manufacturer Predicts Roofing Industry Should Shortly Reach Firm Basis for 1922—Must Reduce Production Costs—Raw Material Conditions

Based on interview of Hardware and Metal with Herbert Kennedy, General Manager, The Ruberoid Company, Ltd., Montreal.

RECENT DEVELOPMENTS in certain departments of the asphalt roofing industry, have attracted considerable attention among the trade in general. Dealing with this situation and the fact that prices on certain lines of roofings now show varying reductions ranging up to 20 per cent., Herbert Kennedy, General Manager, The Ruberoid Company Montreal, stated to Hardware and Metal that these new low prices recently announced by certain manufacturers of these products, had been established for the purpose of placing the industry on a firm footing for 1922 business.

Mr. Kennedy pointed out that producers are generally convinced that some lower price levels are now available, and the declines already indicated are expected to be effective for several months, if not throughout the whole of next year. During the past season, two separate declines were generally announced on roofing products, which were in keeping with the trend of raw material prices and other production costs.

"For next year," stated Mr. Kennedy, "the plan of directly reaching bottom values is being adopted with the intention that if the prevailing cost levels of basic materials are maintained, future revisions will likely be of an upward nature. At present, however, we feel, as roofing manufacturers, that every endeavor must be made to place producing operations on a more economical plane than ever before."

"For some time past, manufacturers have been striving to this end, and results attained up to the present, should enable the introduction of these lower prices, which would compare very favorably—under existing circumstances—with those quotations recorded in the industry during pre-war days," said Mr. Kennedy.

Raw Materials on Healthy Basis

Rags and asphalt are the chief ingredients in the making of roofing products, and both these raw materials are now on a steady to firm basis. It was pointed out that rags in the United States are already showing a slightly upwards trend, supplies being none too ample, In this country they have been at such low levels that collection has dropped off and available supply is so slow that if buying commenced they would undoubtedly appreciate in value.

Asphalt has already dropped in the United States from 8 1-2 cents per American gallon to approximately 4 1-2 cents. Considering present labor costs and crude oil, which is now showing gains, it did not seem possible that lower prices on these products could obtain in 1922.

Speaking of the trend of their products during the present year when raw materials were on an easier market, Mr. Kennedy stated that the manufacturers had endeavored to follow the tendency and in the course of the past twelve months two reductions were made.

"Roofing has been subjected to two not inconsiderable reductions during 1921, but on account of high manufacturing costs, because of limited production, these have not been representative of the declines which have taken place in basic materials."

It was Mr. Kennedy's opinion that the manufacturer was willing to make every sacrifice at the present time to establish their enterprises on a stable basis. In the roofing industry prices that will obtain at the end of this year were such as would show a much smaller profit than formerly, in fact left very little for them. If adequately supported by the jobber and retailer, the public could not help being convinced that e time for buying is right now with us. The closing months of this year offered a time to overcome undoubtedly the greatest obstacle, that of convincing the buying public, and if the method of reducing profits was adopted, from the manufacturer to consumer, 1922 should prove an active year in the industry.

"To sum up," said Mr. Kennedy, "during the month of December, certain products of the asphalt roofing industry will be available to the public at a lower price than has existed since 1914, or than will be available during the entire ensuing year. We believe that manufacturers are willing, in order to keep their mills running during the dull months of December and January, to offer prices that are little more than equivalent to cost of

(Continued on Page 60.)

HERBERT KENNEDY
General Manager, The Ruberoid Co., Ltd., Montreal, who gives herewith some interesting data concerning the roofing industry in Canada.

Wholesaler Speaks On Tire Situation

Says Decision of Certain Tire Manufacturers to Eliminate Wholesalers Will Not Prevent Them Quoting Retailer's Equivalent Prices on Same Quality Tires—Wholesalers Said to Have No Quarrel With Manufacturers—Marketing Expense May Be Increased

Continuing the discussion of the tire situation as introduced in November 26 issue of Hardware and Metal and continued in the December 3 issue, the article herewith gives the wholesaler's opinion of the action of certain tire manufacturers in eliminating this medium of distribution.

DEALING further with articles which have appeared in recent issues of Hardware and Metal, in connection with the decision of certain automobile tire manufacturers to eliminate the wholesale firms in the distribution of these products, it is now learned that the wholesalers are still able to provide tires to the retail trade at the same price levels consistent with quality which certain makers are selling direct to the retailers.

This information was imparted to Hardware and Metal when discussing the prevailing tire situation with certain wholesalers and is indicative of the general position of the jobbers under the revised selling conditions applying to tires.

"There is no quarrel between wholesale houses and tire makers," stated one wholesaler, "and if certain manufacturers have decided to market their product direct to the merchant, that surely is their own prerogative. We then have nothing to say in the matter, and cannot presume to dictate as to the how or why of their selling methods. However, the jobbers can still handle automobile tires, if they so desire, and we certainly intend to continue."

Turn To Other Makers

It was pointed out that if the source of supply from certain makers is shut off in one quarter, such a condition is only considered of a temporary nature, as wholesalers in general will naturally turn to other tire makers, who evidently still prefer to maintain the method of distributing through wholesale firms.

"It makes no material difference to the jobber, as long as the same guarantee covering mileage, quality of product, selling conditions, and market values are available. The prices at which some tire manufacturers are selling direct to the retailer, are identically the same as the quotations which the wholesale houses are now giving, and while these price conditions continue unchanged, the retail merchant is not affected to any extent whatever."

Another important factor introduced with this topic was the opinion that conditions under which tires are marketed, only commence to interest the retail trade when some variation in prices is obtained. At present the selling agent is placing the goods into the hands of the merchant at the same prices at which the producers are selling direct. It was inferred in one quarter, that to consider eliminating the wholesalers failed to place tires in the hands of either the merchant or consumer at easier prices for the proportion of selling expense still remained.

Marketing Expense Increased

"In selling direct, this ratio is more liable to be accentuated," commented another wholesaler, "because of the vital fact that such selling expense is applicable only to the one product; whereas, when marketing through the wholesaler, practically the same amount of expense is distributed over an extensive number of items."

Asked whether the tire manufacturers can sell direct to the trade at lower costs than when quoting special discounts to wholesale distributors, it was pointed out that such is a consideration which can only be proved by experience. Some of the tire producers are adopting this method, and in the meantime, both wholesalers and manufacturers are quoting identical prices to the merchant, on similar grades and qualities of tires, with the advantage of the recent declines.

No Quarrel With Manufacturers

Referring to the alleged original cause of the development affecting the decision of certain tire producers to eliminate wholesalers as a medium of tire distribution, the necessity of lower prices due to competition was considered as a possibility in this direction. When it was pointed out that some suggestion had been encountered to the effect that wholesalers had been selling auto tires indiscriminately and that this constituted the real reason for the revised methods being adopted by certain manufacturers, Hardware and Metal was informed by wholesalers that no quarrel existed between the producers and the jobbers. It was inferred that the personal element did not enter into the situation, but that efforts of the manufacturers to locate easier distributing costs in keeping with lower production and market values, was perhaps the primary cause for the change.

Canada's Steel Imports From U.S. in October

Canada Remains Principal Export Market for U.S. Mills, Taking 32,358 Tons in October — Increase of 10,000 Tons Over September

CANADA was the principal export market for U. S. steel mills in the month of October taking 32,358 tons. Canada bought largely of steel sheets, structural iron and steel, tin plates, barbed wire, nails and steel plates, and tool, 2,084 tons of scrap iron out of the month's total exports of 3,293 tons. Comparison with September export market gives an increase of nearly 10,000 tons for Canada.

Exports for October sustain the general opinion that the domestic iron and steel industry is recovering from the depression witnessed this year, during which period monthly oversea shipments continually declined until the turning point was reached in September. The industry seems to be in a better position to combat the drastic price cutting of the British iron and steel manufacturers and the advantage derived by Germany from the low rate of exchange.

Exports of iron and steel from the United States during October amounted to 102,532 long tons, exceeding those of the previous three months.

Although a decline from the 1920 tonnage is shown in all other items during October, steel plates gained 3,802 tons over the previous year, advancing from eighth place in 1920 to the leading position in 1921.

Structural iron and steel and steel rails dropped in importance from second and third places for October, 1920, to fourth and fifth in 1921; and while most of the articles retained a relative position nearly the same, billets, ingots, etc., fell from eleventh place to the foot of the list. Steel sheets, steel plates, wrought pipes and fittings, structural iron and steel, steel rails, steel bars, and tin plates, which led the October, 1921, exports also headed the list for the first 10 months of 1921, although not with the same relative position toward each other. Wrought pipes and fittings exported during the first 10 months of the current year were 100,652 tons in excess of the corresponding period last year, an increase of approximately 45 per cent.

Comparison of October, 1921, exports with those of September, 1921, shows increases in all but seven items, namely, steel rails, structural iron and steel, pig iron, cast pipes and fittings, billets, ingots, etc., bolts, nuts, etc., and ship

(Continued on page 60)

Reflecting The "Santa Claus" Spirit Through The Hardware Store

SOME very effective business bringing methods are being employed by certain hardware firms in connection with Christmas business and it is not too late for others to make use of some of these ideas.

Ingram & Davey, Ltd., St. Thomas, Ont., ran a series of ads during the week prior to the Annual Toyland opening. Wireless messages were started on Monday and were changed every night until Wednesday. The first one read "Will be in St. Thomas at your Toyland this week. Are you ready?" The second message used on Tuesday night read, "Have been delayed but will be at Toyland as soon as possible. Will wire you exact date tomorrow." The third one appearing on Wednesday night read, "Arrive 9.30 Saturday morning. Would like to drive around city."

On Thursday a small announcement was used and on Friday a full page appeared telling about the forthcoming parade.

The parade held on Saturday was led by a man dressed in a fancy red robe with a large steel helmet. carrying an announcement of the opening and followed by a Kiltie band. Then came a truck decorated with a 7 ft. Santa Claus, flags and pictures representing Mother Goose rhymes. Then came a number of boys dressed in red uniforms and steel helmets carying large pictures representing Mother Goose rhymes, then a number of men dressed in green uniforms on horseback carrying flags, and then a house with an immense chimney built of wall board over a truck, standing 18 ft. high, painted red and bricked off to represent a chimney. In the top of the chimney Santa Claus was perched, throwing away balloons and other trinkets.

The parade started from the railway station, went around town and then back to the store, and while the band played Santa Claus climbed from the chimney to the top of the store and disappeared.

Opening Toyland

Up to this time no one was allowed in Toyland but as soon as Santa disappeared over the building Toyland was opened and by far the largest crowd of any year was experienced.

"Our sole idea this year has been to instil in everyone's mind that Ingram & Davey's store is the only toy store and we think we did, judging from the crowd we had," said G. L. Davey to Hardware & Metal.

"We devote our entire second floor to toys and electrical appliances and everyone going to the toy department has to go through the other part of the store where they see everything prominently displayed and ticketed, and we feel confident that our toy department is the biggest drawing card we can get for Christmas shoppers.

"For a number of years we have decorated our store with holly, etc., but this year on the main floor we used a large Santa Claus cut out and painted on wallboard and large winter scenes all painted on wall board. In our toy dept. we used nursery rhyme pictures and pictures that amuse the children, which helped to put the customers and our clerks in a much livelier mood."

Planning the Ads

The full page ad dealing with the

(Continued on page 38)

Winter Sport Goods In Xmas Display

Winter sports offer a wide range of lines suitable for Xmas gifts to all members of the family, and can be featured prominently in most Xmas displays. T. S. Tait and Sons, Campbellford, Ont., show, in the above display, how such lines can be featured as gift suggestions. Sporting lines shown include skates, sleighs, snow shoes, guns, etc. The evergreen tree in the background gives a seasonable atmosphere. The store salesmen suggested to customers the purchase of various sporting goods lines and the combination was found effective in stimulating Christmas trade. F. Menzies of this firm won fourth prize in places under 5000 in the 1920 Hardware and Metal Xmas Window Contest.

REFLECTING THE "SANTA CLAUS" SPIRIT THROUGH THE HARDWARE STORE

(Continued from page 37)

opening of Toyland on the Saturday, was replete with illustrations of Christmas trees, holly, and Santa Claus. The announcement of the parade was as follows;—"Santa Claus arrives at 9.30. What a wonderful parade it will be. First, the band. Won't everyone dance when they hear that old familiar 'Scots Wa Hae' and see them all dressed up. Then the big Santa Claus truck, and then, before you stop wondering, the Mother Goose parade comes along. Then the funniest, most ridiculous clowns and then while you are still laughing at their antics, outriders in gay uniform and then Santa Claus coming right out of an immense chimney." The route of the parade was then given.

A large number of suitable gift suggestions were illustrated, including dolls, wagons, construction toys, drums, games, sleighs, wheel goods of all kinds, in addition to a list of practical gift suggestions for men, women, boys and girls. Invitation was extended for out of town people to send in their orders for goods advertised. A plan was also outlined whereby an article would be held until Christmas for the payment of a small deposit.

Santa Claus in Aeroplane

A rather novel plan of stimulating Christmas shopping interest has been employed this year by one of the business men's associations of Toronto. This organization planned for a Santa Claus parade along the street each Saturday afternoon before Christmas and a number of novelties were introduced. Santa Claus arrived in an aeroplane and after gliding up and down the street sufficiently to allow the children to see his popular garb, he landed in a park nearby, where a special reception committee waited upon him and introduced him to the crowd. With greetings over a procession formed up and led by a band, it proceeded along the business section. Two or three hardware merchants were active in connection with the planning of this event.

In recent advertising on Christmas goods, J. S. Neill & Sons, Ltd., Fredericton, N.B., in an attempt to stimulate early interest in shopping, framed their mesage as follows. "Yes," Santa says, "Shop early. He knows that gift buyers can do best by following this advice—shopping early in the day and early in the week enables customers to choose while the stocks are complete and when stores are not crowded. We can give you much better service if you do what Santa says. Our Toyland is filled with toys never shown in New Brunswick before—the real sensible kind that would gladden the heart of any kiddie. This year we have devoted an entire store to toys alone—toys that have been personally selected from the largest makers in the world. We want every person in this part of the province to come in and see this wonderful collection."

Gifts of Beauty and Utility

An ad by W. H. Thorne & Co., Ltd., St. John, listing a number of useful gift suggestions says, "Gifts in which beauty and utility are happily combined are much favored again this season. Never in our history have our Christmas Gift displays been so large and complete as you will find them this year. Only a careful inspection will enable you to fully appreciate both the qualities and values."

Vacuum bottles, motorists' lunch sets, safety razors, smokers' stands, flash-

(Continued on page 60)

Selling Gift Lines For Children

London, Ont.—A simple little plan that is producing excellent results from a Christmas business standpoint is worked out in connection with the window display in a down-town hardware. The idea is to appeal to the fathers or mothers or others who are looking for something really useful, handsome, serviceable and reasonably priced for the kiddies. Arranged in a little section by itself at one side of the main display nad marked off by a border of red Christmas decoration and silver tinsel are shown such plated goods as children's cups, knives and forks in attractive boxes, knife, fork and spoon in a gift box, baby pushers and similar lines. A Christmas touch is given to the children's display by a ruddy-faced Santa Claus head of pasteboard placed at the top.

Even in a windowful of seasonable articles the little special display for the children not only stands out well but carries an instant appeal and it has brought buyers into the store in numbers asking for the lines shown.

"The articles commenced to move almost as soon as we had them in," said the manager to Hardware and Metal, "and we have suggested by the display gifts that will be really appreciated. Quite a number of men and women have commented on the display as having helped them solve their problem of what to buy for a child. From our standpoint the profits in the lines shown have been very satisfactory."

Arrival of Santa Claus at Blain's Hardware, Brampton, Ont.

In the above picture Santa Claus is shown arriving at Blain's Hardware, Brampton, Ont., where he introduced the Christmas selling season. This proved to be a highly popular means of stimulating interest and arousing the Christmas spirit. The event is said to have proved a very great success and the children fully enjoyed meeting Santa Claus in the store's Toyland. Both sides of the street were lined to witness the arrival of the patron saint and only a portion of the crowd is shown herewith. Santa Claus is ascending the ladder to enter Toyland through the window.

"A Real Christmas-Business Getter"

This description is applied to the above display of Xmas gift suggestions by Wm. Haire of the Tourtellot Hardware Co., Port Arthur, Ont., which was a runner up in the 1920 Hardware and Metal Xmas Window Contest. A fairly wide range of gift suggestions is shown and in most cases price tickets have been used. The display has been arranged in three units, the larger one in the centre having two elevations and bearing a group of clocks, flashlights, electrical goods, etc. The unit on the right carries a display of safety razors, brushes, strops, etc. On the left are various cutlery lines shown in gift boxes. The decorations in the upper part of the display served admirably their purpose of giving a Xmas atmosphere and interesting the gift seeker.

Says Trade Is Much Understocked

Many Hardware Merchants Unprepared For Brisk Trade in Seasonable Lines Which Follows Sudden Change of Weather—Manufacturers Have Trouble Estimating Spring Requirements.

LONDON, ONT.—"The average retail merchant all over Canada is very much understocked at the present time," said J. J. Foote sales manager of the McClary Manufacturing Co., in discussing the business outlook with Hardware and Metal. "Most of the retailers are entirely unprepared for any demands which might be made on them for seasonable lines. For instance one night during the past week snow fell very heavily in many sections of Ontario. Hundreds of people found themselves compelled to hunt up their snow shovels. Many of them did not succeed in finding one. Many others found shovels battered from the wear of former winters and called up their hardware merchant to send up a new one. Hardware merchants who did not have any in stock called up their jobbers. The jobbers who did not have any in stock either called up somebody else or a manufacturer, or somebody in a city sixty miles away. Before the shovels could be delivered the sun had done the work and much loss of profits and good-will resulted.

"Many manufacturers have reduced prices in proportion to costs of raw materials and production costs but this has apparently made little difference as far as the retailer is concerned. Looking back over the trend of business during the past six to nine months one sees a period in which there has been very little business for manufacturers. This is difficult to understand, as manufacturers have known that retail stocks are low, and that purchases are made covering the requirements of short periods only. Also this constant drainage of short period stocks, has assisted in reducing other overstocked lines, with the result that all surpluses normally held in retail stores are exhausted.

"While I would not advise merchants to overstock, I would strongly urge all dealers to appreciate the position of manufacturers in having to anticipate spring requirements months ahead. To be sold and shipped ready for Spring business of 1922, the goods must be manufactured in 1921. Materials must be purchased and trimmings assembled ready for manufacture, and for this reason I advise merchants to book spring goods ahead, and give the manufacturers an opportunity to be prepared for the call which will undoubtedly come in the Spring of 1922. and avoid delay and loss of business which must otherwise result."

Hardware and Metal

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PUBLISHED EVERY SATURDAY SINCE 1888 BY

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TORONTO, SATURDAY, DECEMBER 10, 1921.

SOME INDICATION of the trend of prices in general in Canada is found in statistics which show that in October wholesale prices continued the decline which commenced in May 1920 though this decline has been less drastic since June 1921. In retail prices there was a fall during the month from prices of August and September, in which months the decline which started in July 1920 was temporarily reversed. The index figure of wholesale prices was down to 229.2 for October, compared with 232.7 for September, 317.6 for October 1920, and 138.7 for October 1914. Declines in leather, house furnishings, chemicals, etc., were noted in October while there were advances in certain metal lines, gasoline, coal oil, etc.

The Election

MUCH INTEREST has been taken in the Federal election by merchants and others, and it is to be expected that now with the contest settled, business will be rid of one element which has been acting as a brake upon business. No political party is blamed for this condition, but it is a well known fact that the detraction of interest from normal pursuits and the uncertainty which immediately precedes a general election tends to restrain normal business activity.

It will be interesting to see what the incoming Government will do with various items of irritating legislation now on the statutes. The defeat of the administration redoubles the chances of some change being made in the Marking Act which is now scheduled to go into effect on December 31. The tariff question will no doubt be dealt with but it is the general opinion that despite much wild pre-election talk, no action of a drastic nature and which might have serious effect on business, is likely to be taken. This department will likely be under the control of Hon. W. S. Fielding.

In any case the election has served to clear the air and as result a healthy volume of Christmas trade should be enjoyed and a stimulus given business for 1922.

Steel Industry Expansion

THE EXPANSION in steel production during the past month or two has evidently effected a considerable reduction in stocks of pig iron, judging by recent reports from U. S. interests to the effect that there has been a rapid movement toward the blowing in of many additional furnaces. The merging of seven important independent steel mills in the U. S., as outlined in last week's issue of Hardware and Metal, is another movement which is occasioning much interest. This merger will represent every form of rolled products with the exception of tin plate and the mills represented in the consolidation will have about 20 per cent. of the country's steel capacity while the Steel Corporation is said to have about 45 per cent.

An echo of the claims recently made that British mills were bia is found in the report this week which indicates that whereas Welsh mills secured orders for 1,500,000 boxes, the Steel Corporation has just taken orders for 2,500,000 boxes for Pacific Coast points. It will be recalled that after the Welsh plate mills booked the B. C. business at a nominal Welsh plate mills booked the B. C. business at a nominal price of $4.90 a box the leading U. S. producers lowered prices from $5.25 to $4.75. This reduction has probably had an influence in the securing of the business on the Pacific Coast.

The Business Paper Gets at the Facts

A STRIKING illustration of the service the technical or trade paper renders its readers and of the difference in the reliability of the information it supplies and that furnished by the average daily newspaper is afforded by an article in a recent issue of the "Railway Age Gazette" with reference to Henry Ford of automobile fame and railway management.

Mr. Ford as many of our readers will have learned from the newspapers, recently purchased the Detroit, Toledo and Ironton Railway, a small road which was practically in a state of bankruptcy. In the same papers they will also have read how Mr. Ford put in his management in March, and in April the net operating income had risen from $78,000 to $276,000. For several months past the various newspapers, magazines and labor publications of the States have been jumping at conclusions and drawing deductions from this one month's figures, enlarging upon the fact that, in spite of higher wages, Mr. Ford had succeeded in making his railway a paying proposition, and in many cases it was hinted that here was the man who could straighten out the railway systems of the country and place them upon a stable and profitable basis.

The "Railway Age Gazette," however, was not content to accept these hastily drawn conclusions as decisive and started an investigation on its own account, with the result that when the figures for several months of Mr. Ford's regime were examined a very different tale was unfolded. The income of $276,000 in April had dropped to $187,000 in July and in August to $70,000, lower than it was when Mr. Ford took the road over. Expenses, moreover had increased from 52.7 per cent. to 59.7 per cent. in July and 71.8 per cent. in August—this in spite of the fact that gross earnings which were $713,000 in June had increased to $744,000 in July and still further to $763,000 in August. Moreover, while the operating had thus increased 46 per cent., those of the ordinary railways of the country had increased only one per cent.

The point in this incident which immediately concerns our readers and ourselves is not so much the success or failure of a railroad as that to a business paper is due the fact of the truth being made known. During the last few years occurrences of this nature have been frequent in connection with the series of trade and technical publications of which this paper is one. Inaccurate and misleading information giving rise to serious complaints has been published on one subject or another by the daily papers. The public have been worked up to a pitch of indignation by some statement which upon investigation has been found to have no foundation, and it has been left to the business paper to show that the complaint was therefore groundless. It is the reliability and accuracy of all information published that differentiates the business paper from the ordinary newspaper and makes it of such high value to its readers.

News of Western Canada

Lower Freights Help B.C. Hardware Trade

Enable Closer Competition on Prices of Roofing, Wire Nails, Etc., With Eastern Manufacturers — Christmas Acting as Stimulus to Hardware Movement

VANCOUVER, B. C. Hardware firms on the coast have commenced in a slight degree to feel the annual demands of the Christmas trade. While this is as yet not so noticeable in this city, orders have been largely placed for upper country delivery. It is stated that the volume of business is at least equal to that of last year. Okanagan fruit growers have generally had a good year although prices were less than in 1920, but the crop was so much heavier. With 4,400 carloads shipped out of this district, it may be taken as a natural consequence that demands would be made on the hardware trade which, in that section of the country, reports collections fairly prompt. On the coast distributors say that accounts are in good condition and that they have no complaint as to the manner in which returns are being made this week. At the same time, they state that there might be some improvement.

Cutlery and silverware are moving out in satisfactory volume although it is nothing like the pre-war demand. Merchants are paying closer attention to their stocks which are much smaller than in former days. At the same time most retailers have a good supply of those articles in keenest demand.

One enterprising retailer in an effort to stimulate trade to a greater degree than usual, and in celebration of his twentieth anniversary of trading on Granville street is making a special sale. With a carload of ranges on his hands he is offering a half ton of coal or goods to the value of $10 with every range sold. He is also making a special of eggbeaters at 25 cents (only one to a customer). The regular selling price is a dollar. Steel wool which sells ordinarily at 20 cents is marked at fourteen cents. Razor blades are selling at 80 cents instead of a dollar a dozen. A long list of other items are similarly reduced.

With the recent lowering of the thermometer, retailers are again pushing the sale of a wide range of stoves and heaters. For instance the Perfection oil stove, two burner, is marked down to $21.45 instead of the regular $27 quoted price. Moffat heaters and Herald box stoves also come in for "specials," at sharply lower prices.

The reduction in freight rates as announced by the Canadian Pacific and Canadian National lines, effective on December 1 was received with general appreciation by that section of the hardware trade which manufactures on the coast. For instance it will enable roofing and wire nail manufacturers to make a closer quotation on their product in the Crow's Nest and Southern Alberta districts in competition with the Montreal and Toronto interests.

Opens New Premises for Hardware Lines

WINNIPEG, Man.—J. B. Buckham who has recently been appointed sales agent and distributor for the Boeckh Co., Toronto, brushes, and for Valentine & Co., varnishes, colors, etc., of New York, has opened up an office and warehouse at 664 Broadway. Mr. Buckham was with the J. H. Ashdown Hardware Co. for four years, prior to which he was in the trunk and leather goods business in Winnipeg under the name of Winnipeg Trunk and Bag Co. He subsequently became a salesman of the Sherwin Williams Co. of Canada. In 1915 he enlisted for war service and returned to Canada in 1919 when he rejoined the Sherwin Williams Company. He suffered from ill health and subsequently resigned the position, some time later joining the staff of the T. Eaton Company from which he resigned when appointed representative of the products mentioned.

J. B. BUCKHAM

For some years associated with various branches of the hardware trade of Western Canada, who has opened new premises in Winnipeg to handle his recently secured representation of certain hardware lines

WESTERN CANADA NOTES

C. C. Craig Company have moved from their former quarters and are now located in a larger warehouse and office in the Stobart Building, 281 McDermot Avenue, Winnipeg.

Charles R. Thompson of the C. C. Craig Company, Winnipeg, has just returned from the Prairie Provinces and states that taking into consideration what the farmers received for their wheat this year, business is as good as can be expected.

C. H. S. Bamford, sales manager of J. H. Ashdown Hardware Company, Winnipeg, has recovered from his illness and ha returned to active work.

Mr. Westgragh, of the firm of Craven & Speeding Bros. of London, England, has been on the Pacific coast during the week and during his investigation here, will call upon the larger logging camps with a view to placing the Westgraph rope which was invented by his father.

The Vancouver Paint and Hardware Co., on Commercial Drive has ceased to function as a company and Walter H. Rowlands, one of the principals has formed the Rowlands Hardware and Paint Co.

A. D'Arcy McBride and W. Hunter Wells have formed a partnership under the name of the Pacific Wire & Supply Co. in Vancouver.

Archie MacFarlane of the Archie MacFarlane Co., Ltd., of Montreal, direct manufacturers' representatives was a visitor to the Pacific Coast this week.

Events in the Trade

BUSINESS CHANGES

Kitchener, Ont.—George G. Bucher, Hardware, has sold out to Karl Bornhold, formerly representative of Ideal Aluminum Products Co.

FIRE LOSS

Montreal—Damage estimated at over $50,000 was caused by a fire which broke out at the factory of the Montreal Hardware Manufacturing Company, 1493 Notre Dame street east, Hochelaga. A. G. Yon, general manager of the company, stated that the apparent damage would total over $50,000. The building was amply covered by insurance.

OBITUARY

Thomas Craik Irving, formerly general manager of the Bradstreet Co. for Western Canada, and who was vice-president of the Independent Cordage Co. died recently at his home in Toronto.

Thomas B. Dowsley, one of the oldest residents of Owen Sound, died at the age of 87. He first started to manufacture carriages in Owen Sound in 1854. The Dowsley carriage spring was invented by him and he was for fourteen years president of the Dowsley Spring and Axle Company of Chatham.

PERSONAL

Ross Munroe, for several years with A. B. Bissett, Kincardine, Ont., has taken a position as clerk in the hardware of W. C. Farley.

E. Fielding, senior member of the firm, E. Fielding & Son, Manufacturers' Agents, Toronto, has been confined to his home for some days due to an accident. Mr. Fielding celebrated his 82nd birthday last August.

OPEN MONTREAL PLANT

Canadian Wire Bound Boxes, Ltd., Toronto, are opening a new plant at 17 Mill St., Montreal, to serve the trade in Montreal and points east.

SPRAMOTOR CO. BUYS PLANT

London, Ont.—W. H. Heard, of the Spramotor Company, has purchased the plant and business of the Aylmer Pump and Scale Co., at Aylmer, Ont.

NOT CANADIAN TRADE COMMISSIONER

In an article written for the last issue of Hardware & Metal by R. H. Monk, Vice-president, McArthur Irwin, Ltd., Montreal, Mr. Roy was referred to as Canadian Trade Commissioner in Paris. This should have read "Mr. Roy, who replaces Sir George Perley, the official Canadian Government representative."

FORMS ADCOCK AND CO., LTD.

C. E. Adcock, of Adcock & Brewer, Limited, Montreal, a firm organized in 1920 to act as direct selling representatives of manufacturers, has now completed arrangements to take over Mr. Brewer's interest in this company and change the name to Adcock & Company, Limited.

Mr. Adcock through many years connection is well known to the trade throughout Canada. The new company

C. E. ADCOCK

A former member of the firm of Adcock and Brewer Ltd., Montreal, which has been re-organized and is now known as Adcock and Co., Ltd.

will be located at the old address for the time being at 222 St. James Street, Montreal, where they maintain offices and sample rooms.

Mr. Adcock will have a staff of salesmen calling on all the important distribution points in Canada, in the interest of the lines he represents.

NICKEL CO. EXECUTIVE RESIGNS

The announcement is made of the resignation of executives of the International Nickel Company of Canada, namely, A. D. Miles, president, G. E. Sylvester, assistant to the president, and W. M. Bennett, treasurer. The resignations have not been accepted as yet, and until the board of the parent company in New York meets the local organization will be managed from the New York office. While the demoralized condition of the nickel market and the clouded prospects created by disarmament proposals are given as reasons for present complications it is suggested that possibly other reasons will be discovered in due course. The Sudbury plant was closed down several months ago.

PRESENTATION TO GARFIELD HOOD

Officers and employees at the Swansea, Ont. office and factory of the Steel Co. of Canada, recently presented a silver meat platter to Garfield Hood, upon the occasion of his resignation to take over the position of Sales Manager, of the Ontario Steel Products Co., Gananoque, Ont. Mr. Hood has been associated with the Swansea office of the Steel Co., for a number of years.

Members of the western sales organization, together with several other representatives, showed their appreciation of their old business associate at a dinner given by W. W. Rowland, Works Manager at the Engineers Club. A ladies club bag was presented on this occasion to Mrs. Hood.

IRON FOUNDRIES TO OPERATE THIS WINTER

Fort William, Ont.— Charles L. Jobb, General Manager of the Canada Iron Foundries said in an interview that the company would operate its Fort William plant during the winter. It had been rumored the plant would close down. Mr. Jobb said the appointment of A. C. Adams as manager of the local plant was permanent. Mr. Adams was chosen following the death of D. W. Davies, heretofore manager for 15 years.

CAUGHT WEASEL IN HARDWARE STORE

Stratford, Ont.—J. R. Myers and Sons, hardware merchants. recently had in their store an animal which is very seldom seen in this part of the country, and especially in the heart of the city. It is what is known as a golden weasel. For some time this one had been in the store, but it was not until a short time ago that Mr. Myers found out what it was. and then a trap was set for it. Being very sly, the weasel ate the bait and then made off. but when the second trap was set, the animal was caught, but it made a strong fight for liberty and had to be shot.

INCORPORATION

Samuel & Benjamin, Ltd., composed of S. Samuel, merchant, George T. Pepall, manager. C. Miller, H. M. Samuel and W. T. Louden all of Toronto and F. D. Benjamin of London, England. has been formed to purchase the business carried on in metals in Toronto under the firm name of M & L. Samuel Benjamin & Co. Capitalization of the new company is $2,000,000, head office in Toronto.

J. D. CHAPLIN ELECTED TO PARLIAMENT

Among the successful candidates who were elected to the Federal Government in the election just concluded is J. D. Chaplin, President The Welland Vale Mfg. Co., St. Catharines, Ont. Mr. Chaplin is Conservative member for Lincoln, Ontario.

CYCLONE FENCE CO. POSTPONE OPENING IN CANADA

Following the recent announcement of the expected opening of a Canadian plant in Hamilton, Ont. for the Cyclone Fence Co., Waukegan, Ill., rumors were current that this extension was not to take place. On making enquiries Hardware and Metal has been informed by the head office of this company that it was planned to have machinery ready for shipment and in operation in Hamilton by November 1, but it has been found necessary to retain this machinery in Waukegan to take care of U. S. trade. The company states that it will be at least a year before it will have additional machinery ready to manufacture its wire products in Canada.

F. R. WHITTALL PRESIDENT MONTREAL EXPORT CLUB

Montreal—F. R. Whittall, managing director the A. R. Whittall Can. Co. has been elected president of the Export Club of Montreal and district which was recently organized under the direction of the Canadian Manufacturers' Association and endorsed by the Department of Trade and Commerce. The Montreal Export Club is a branch of the National Export Clubs and is affiliated with the C. M. A.

F. R. WHITTALL

T. P. Howard was elected honorary president by acclamation; Kenneth Laws of the National Breweries, 1st vice-president, and J. A. Lapres, of Canada Cement Company, 2nd vice-president.

Congratulations!

J. FRANK WHITE

London Rolling Mills Co., London, Ont., who has been elected Conservative member of the Federal Government representing London. (Photo by courtesy International Press Ltd.)

JOSEPH HARRIS

W. Harris and Co., Toronto, manufacturers of glue, etc., who was elected Conservative member for East York in the Federal election.

E. B. EDDY CO., TAKES OVER DOMINION MATCH CO.

Management of the Dominion Match Company is now being assumed by the E. B. Eddy Company of Hull, Que., which purchased the factory of that concern at Deseronto, Ont., in July, 1920. Changes in management are now being made.

W. S. Morden, who was President of the Dominion Match Company, has severed his connection with the company and could not state what policy the Eddy firm would adopt in connection with the Deseronto factory.

NEW PREMISES FOR HARDWARE FIRM

N. Pelletier & Fils hardware merchants, Drummondville, Que., are building a new block of three stores and six apartments on Main St. Drummondville. It is the intention to move the business to the new block and carry on the present store as a branch. The new block is modern in every respect.

BELGIAN FAIR TO BE HELD

The "Third Official Commercial Fair" will be held at Brussels from the 3rd to the 19th of April, 1922. Belgium ranking among the important customers of Canada—the total exportations of Canadian produces to that country, during these last 12 months, amounted to nearly 30 million dollars—it is expected that Canadian manufacturers and producers will be interested in this commercial event.

E. B. RYCKMAN ELECTED

E. B. Ryckman, Vice-President Dunlop Tire & Rubber Co., Toronto, was elected Conservative member for East Toronto in the Federal election.

HIGHER LINOLEUM PRICES SAYS BRITISH MANUFACTURER

A. H. Dewar, Managing Director of the Greenwich Inlaid Linoleum Co., Ltd., London, England, was a visitor to Toronto recently. He is making his first business trip to Canada and the United States, although his company has done business here for some years past and has a branch organization in the United States. Mr. Dewar is accompanied by the firm's manager. Speaking of conditions in the linoleum industry in the United Kingdom, he stated that the relations of employers and employees are harmonious. Asked as to whether the price of British linoleums are likely to decline, Mr. Dewar expressed the hope that this would be the case in the comparatively near future. He added that the price of linoleum in the United Kingdom, however, had never risen to the percentage extent as had the prices of raw materials entering its manufacture, including cork, canvas and linseed oil. Mr. Dewar also visited Montreal in company with his Canadian representative, J. B. Jamieson of Toronto.

"Hardware & Metal Christmas Window Contest"

Christmas Window Contest

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Monday, January 2. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one

The Suitable Present

THAT is what every Christmas shopper is looking for. The hunt for gifts is now at its height. The window of Christmas gift suggestions now has the best opportunity of "pulling" customers into the store.

Most shoppers are looking for practical gifts, those articles which the recipient will appreciate as being of some real usefulness and value. Hardware represents many suitable lines for all members of the family and effective window trims can be made of lines which will appeal to all classes and types of people.

The dressing of a window of Christmas goods which will comprise the selling points necessary to stimulate such trade is

A Real Accomplishment

If you are proud of your display, enter it in the Hardware and Metal Xmas Window Contest. Participation in this contest will give you an opportunity of comparing your window dressing with that of other salesmen. You will learn many valuable pointers and you have a good chance of securing the honors attached to the winning of the eight prizes.

Do not be too busy to overlook sending in a photograph of your best Christmas display as an entry. If you are just now planning on your best display for the Christmas season, make a note to have a picture taken at the first opportunity and send it to the Editor.

Preserve the memory of your best Christmas display by having it recorded among the honored ones in the Hardware and Metal Christmas Window Contest.

Time is getting short.
Arrange NOW to enter a photo in this year's CONTEST.

For the Man Behind the Counter

Selling Satisfaction With Each Item

A Sale is Not Complete Unless the Customer is Rightly Convinced. Four Progressive Steps in the Sale of an Article.

NOT so many years ago salesmanship simply meant selling something. To the man behind the the counter it conveyed the idea that he must relieve the shelf of an article, transfer it to the hands of the man or woman he was serving, and in return get it face value in cash. Returns in the cash drawer at the close of the day, with no thought of under what conditions the sale was made, was his whole ambition.

Salesmanship prevailing at that time has had to undergo some severe revsion to be applicable to the science of selling as it is now oractised. Not that the total sales registered in one day's work has lost any of its importance, for that is still the most significant factor. However, selling satisfaction with each item now accompanies the art of extracting money from the consuming public. The return of goods pays no credit, and com plaints against merchandise sold under the least bit of doubt or misunderstanding are certain to produce a come-back in more ways than one, reflecting on both store proprietor and salesman. The The return of a satisfied customer rather than goods, is really the aim of the present-day successful salesman.

It is said there is no mystery about salesmanship. Perfection in selling is merely the application of common sense, carefully attending to details, a thorough knowledge of the goods to be sold, and most important, to be your own critic, noting whether you are doing things right in the course of a day's work. For the purpose of analysis four steps in the making of a sale are suggested; namely, greeting, showing, convincing and closing.

Greeting

The approach to a customer, if prompt and of such a manner as will convey willingness to serve, will always cause a lasting impression. Bearing, personal appearance, attitude toward customer's wishes and tone of voice are other manners to be present. The salesman's approach is practically the selling of himself to the customer.

Showing

After having had time to judge the quality or grade of merchandise you think the customer will want, it is well to show this line, but follow by offering a better quality immediately after. If the price is within means, it is always well to sell the highest quality possible.

A variety of goods for selection and placing these within easy reach is always appreciated, and assists toward a deeper impression being created.

It is yet to early for too many questions to be asked. Demonstrating the use of, and offering suggestions, are more opportune at this period. Your method of showing and what you have to say should create interest at once, and the interest will be apparent if the customer handles the different articles. The next step in the sale comes as a matter of course by following up any interest aroused by your first remarks.

Convincing

Be positive in your statements regarding quality. This is here mentioned because you are entering the most important step of the sale. Interest aroused in the showing may be intensified by further pointing out reasons why the customer should buy the apparent choice. Compare this selection with other goods and demonstrate beyond question, the fact that the article, or goods, are exactly as represented. Answer questions promptly. Asking others will often help to overcome faults which the customer may think he or she has found. A liberal use of selling points, through knowledge gained by studying beforehand, so as to be prepared for any unusual questions, will usually bring forth a decision to buy.

Closing

When the customer is thinking favorably about the goods it is well to commence closing the sale, but tact and careful handling is necessary at this period. Very often too much haste is apparent on the part of the salesman and there is here a danger of losing all. There may be one or two other customers waiting, but one sold is often worth two unsold. The customer should be in-

(Continued on page 60)

Neighbor Brown's Reason

"How is it that you never trade at the fine Billville Hardware Store?" I said to my grizzled old neighbor, Farmer Brown; "I notice that you trade with Joe Sundstrum, the same as I do."

"Well," said my shrewd old neighbor, "I will tell you. You remember that time when nails were as scare as hen's teeth. Joe ran out of eights. 'Mighty sorry,' says he; 'I'm as dry as the Great Sahara! Wish I could get 'em for you, but I can't. Try that new outfit up the street.' That's Joe all over; he will get anything possible for you, or send you to a competitor's, or do anything under the sun to help you!

"So in I went to the new Billville Hardware Store. Nice looking store but that dudish young clerk looked at me as if he would like to have said: 'Say, but you are small potatoes and mighty few in the hill.' By the time that fellow had given me the twice over I was sure that I was a worm of the dust, just as those old hymn writers say. Why, I had to screw up my courage before I said: 'Three pounds of nails, eights.'"

"That young fellow looked at me as he might have done if I was a highway robber, or had been caught stealing sheep. At last he spoke, and this is what he said: 'Nails; eights, at that! We have an awful time to keep our regular customers supplied with eight penny nails!' 'John,' he called to another clerk, 'are there any eight penny nails left in that bin?'

"'Why, yes; quite a supply in the bin;' replied the other young fellow—who really appeared human!

"'You are a lucky man;' said my clerk—rubbing it in some more—as he jammed the nails into a paper, and left a fringe of them standing out, like quills on a porcupine. Had to stand up in the car, going home, and I jabbed a strange lady in the ribs; don't suppose that she has forgiven me yet!

"Anything more?' said he, in a voice as cold as the North Pole and as juiceless as a frozen orange.

"'No,' said I, 'I had thought of buying a new cultivator, and a washing machine, and a few carpenter tools, but I am afraid tht you will not have enough for your regular customers.'"

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

LOWER quotations of varying extent are recorded on some line of builders' hardware this week, while other price recessions include malleable fittings, both black and galvanized pound goods being reduced. Lower prices are also effective on rubber belting, this change following the recent declines in other rubber products. Thermos goods, carborundum stones, adjustable implement brackets, narrow brass butts and one line of ash sifters, also register downward price developments. Western markets report easier quotations on post hole augers, wrought steel shelf brackets and Potts' sad irons.

Due to the continued strength of certain metals on the primary markets, all grades of solders are quoted at advanced price levels. Tin, lead and spelter have been much firmer during the past few weeks and this upward tendency is now more pronounced with slight price gains on some ingots. Increased quotations are also noted in certain non-ferrous scrap metals, while other waste material prices are considerably firmer.

The roofing market has undoubtedly developed an easier trend and the outcome of the prevailing price situation is awaited with interest. Some settlement in the industry is generally anticipated. No further revision has occurred in soil pipe and fittings, price levels remaining at the wide range offered recently. With the current demand exceptionally brisk, a scarcity of hockey sticks is now reported from some quarters. There is also an active buying movement in snow shovels, with the wooden scoops registering a slight shortage, but supplies of the steel products being good.

Winter goods in general are now recording a fair degree of activity, while business in Christmas wares is generally quoted as very brisk. Hand sleighs, glass ovenware, flashlights, cutlery, brass goods, plated ware, electrical goods and carving sets, are among the seasonably active lines.

MONTREAL MARKETS

MONTREAL, Dec. 8—Price developments, both upward and downward, again feature the current market reports. The trend of the market in general continues to be in the downward direction, although from time to time an advance in quotations is encountered. This week all grades of solders are quoted higher, due to the continued strength of metals on the primary markets. The asphalt roofing situation still attracts attention, with the lead of one manufacturer—who announced a substantial reduction on December 1st—followed by other sources, although the extent of the decline is not so extensive.

A general revision in prices on the various lines of builders' hardware, with an approximate reduction of 10 per cent. on some lines, features the markets, while rubber belting also has new lower prices on the different qualities. A revision is announced on Carborundum stones, with a slight reduction made on many kinds. Pound goods are reduced in some quarters, while other pipe fittings are remaining unchanged. Christmas trade is now being carried on in earnest throughout jobbing circles, and other lines with usual winter demands are selling quite satisfactorily. There is a shortage of wooden snow shovels and hockey sticks, but relief is expected in the near future.

SOLDERS SHOW PRICE ADVANCE

Montreal.

Through the continued strength of metals chief in their manufacture on the primary markets, solders are this week advanced in price one and one-half cents per pound on all grades. Other lines, such as lead traps and bends are holding at unchanged figures for the present, but it would not be surprising if the firm tone in the market would result in a further development, covering these lines. Tin, lead and spelter each show marked strength on the ingot markets, price advances being named in each case this week. The tendency of lead products has been on the firm side for a past number of weeks, pending further strength in the primary sources, and it has been generally believed for the past few weeks that any price development would be in the nature of an advance. The buying movement is seasonably slow at present, with following prices now quoted:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 27½
Do., strictly, lb.	0 25
Do., commercial, lb.	0 23
Do., wiping, lb.	0 23
Do., wire, lb.	0 36½
Zinc sheets, casks	0 11½
Do., broken lots	0 12

SOME LINES OF BUILDERS' HARDWARE ARE REDUCED

Montreal.

A revision in prices is announced by manufacturers of builders' hardware, and while the reduction varies, some lines are affected to the extent of a 10 per cent. lowering in prices.

SLIGHT REDUCTION IN CARBORUNDUM STONES

Montreal.

A revision in the prices of the various kinds of Carborundum stones is announced, with a slight reduction on almost all lines. Following are new quotations on some of the better known stones:

Carborundum Stones, dozen—No. 117, $17.00; 121,, $13.20; 23, $13.20; 43, $7.40; 44, $7.40; 112, $9.75; 180, $10.40; 182, $10.40; 76, $5.40; 78, 10.80; 330, $5.00.

LOWER PRICES ON RUBBER BELTINGS

Montreal

Following other products of rubber manufacture, rubber belting is now quoted at lower figures. Through the general revision, the reduction varies from 7 to 15 per cent. on the various qualities. Following are the new discounts on the Dunlop line:

RUBBER BELTING—	
Gibraltar Red Special	47%
Acme Red Special Light Duck	52%
Regular Rubber Covered Belting—	
Peerless	47%
Reliance	55%
Banner (6" and under only)	58%

POUND GOODS NOW HAVE EASIER TONE

Montreal.

An easier tone has again developed in the market for pipe fittings and is thi week pronounced in a slight reduction made in pound goods in some quarters. A reduction of one cent per pound is announced by some jobbing houses, but owing to still lower quotations formerly existing in other quarters, prices quoted below are nominally unchanged. Other pipe fittings are for the present unchanged, and following are present discounts:

FITTINGS—	
Cast Iron fittings	20%
Bushings, cast	27½%
Do., malleable	25%
Flanges	37%
Plugs	27½%
Flange unions	22½%
Malleable unions	42½%
Dart unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in, close and short	50%
Do., long	60%
Do., 4½ to 8 in., close and short	40%
Do., long	50%
Couplings, 4 in. and under	30%
Do., 4 in. and longer	10%

	Black.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½
POUND GOODS—		
Class A	0 53	0 65
Class B	0 20½	0 28¼
Class C	0 14	0 21½

SHEET MARKETS NOW MUCH QUIETER

Montreal.

The current demand for sheets and plates shows a further slackening with the approach of the holiday season and the close of the year. Outside merchants are undoubtedly desirous of bringing their stocks to the minimum for the stock-taking period and the commencement of the new year. The immediate situation at primary sources is little changed, light demand and competition still causing a weakness in the market.

Local distributors are looking to the new year with a certain amount of optimism. Reports from the mills state that unusual interest is manifest for the first quarter and first half, and this it is felt will reflect to an extent on the local market. Although the question of prices is very uncertain, it is generally believed the heavier buying movement in the opening months will automatically bring about a steadier situation, with higher quotations not unlikely. Present prices remain nominally unchanged.

BAR IRON AND STEEL PRICES UNCHANGED

Montreal.

Prices and the general tendency of the market for bar iron and steel is little changed this week. There is a slightly easier tone again in primary circles but little development is looked for until after the close of the year. A brighter outlook is forecast for the opening months of the new year, as reports from the mills indicate a steadier market through the interest shown for the first quarter. The general position of the industry was outlined by one large local dealer, who stated that only a limited amount of buying should stiffen the market in the earlier part of the new year. Undoubtedly the requirements, both domestic and foreign, are great, and with a fair buying movement the tone of the market should be much better than has prevailed all during the year. Prices are now at a much lower level than for the opening of the present year, this alone thought to be the strong factor to produce a greater volume of business.

Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Slighshoe steel	2 90
Tire steel	3 10
Toe calk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

NO FURTHER CHANGE IN CORRUGATED SHEETS

Montreal.

No further change has taken place in the situation on corrugated sheets since the reduction in all gauges three weeks ago. The plain galvanized sheets are still on an easier trend, and prices on these are again slightly lower in some quarters. However it is thought a more marked reduction would have to appear before a reflection would be cast on corrugated sheets, and a continued easier trend in the sheet markets is necessary before any further change can be made, especially at this season when business is seasonably dull. Following are list prices and discount:

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

SCARCITY OF HOCKEY STICKS IN SOME QUARTERS

Montreal.

Supplies of many grades of hockey sticks are now exhausted in some quarters. Jobbers state the present season has been very active for sticks, and with a curtailmeint in production, they have not been able to keep pace with the brisk demand. Further supplies are expected in the near future, before any serious shortage is felt.

ASPHALT ROOFING STILL UNSETTLED

Montreal.

Following the announcement of one large manufacturer, that a substantial reduction would be made December 1st, on their asphalt roofing, is the information that other manufacturers have put into effect new prices, but varying in extent. Others again are still withholding any announcement, apparently awaiting full developments in other sources of the industry.

The situation has developed into a very unsettled feeling, and up to the present it is problematic whether other manufacturers will follow the lead of an approximate 20 per cent. cut in many lines. The booking for next year commences this month, this making the situation more complicated, as it would not seem likely that other factors in the industry would maintain higher prices and allow one source to obtain a good percentage of the business at lower levels. The trend of the market is undoubtedly in the downward direction, but the extent of a decline, resulting from the present unsettled conditions can not be given as generally effective.

BRASS AND COPPER GOODS UNCHANGED BUT FIRM

Montreal.

Copper sheets, rods and tubing are unchanged since the price advance recorded last week in sheets. The undertone of the market is still very firm, and copper on the primary markets this week is quoted at higher figures. Brass goods do not display the same amount of strength as their allied products, but the tendency on these is also one of steady to firm owing to the improved position of metals in general on the ingot markets. Following are unchanged prices:

	Base.
BRASS—	
Sheets, base	0 25
Rods, base ½ to 1 in., round	0 23
Tubing, seamless, base	0 32

F. o. b. Montreal.

COPPER—	
Rods, ½ to 2 in.	0 30
Soft sheets, plain, 16 oz. and heavier	0 34
Plain tinned, 16 oz. and heavier	0 39
Polished and tinned, 16 oz. and heavier, lb.	0 43
Tubing, lb.	0 34

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

ACTIVE DEMAND FOR SNOW SHOVELS

Montreal.

Jobbing circles report a very active demand for snow shovels, the early fall of snow, extending very general over the country, providing this spurt in sales. Stocks are well sorted in steel shovels, and quite ample to meet the increased demands, but there is a noticeable shortage in some quarters of the wooden shovels at present. An improvement in this connection is expected in the very near future, as further supplies are expected to arrive at any time.

NO FURTHER CHANGE IN SOIL PIPE

Montreal

Quotations on soil pipe and fittings remain unchanged since the reduction of a few weeks ago. Although local quotations are considerably lower than on western markets, dealers state there is no immediate sign of revising to a more comparative level with other centres, and the market continues fairly steady for the present. Following are local discounts:

SOIL PIPE—	
2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

CHRISTMAS WARES REGISTER ACTIVITY

Montreal.

There is the usual brisk demand among jobbing circles for cutlery, brass goods, plated ware and electrical goods with the approach of the holiday season. Carving sets, which were very hard to procure last season, are enjoying an unusually active buying movement. With two full weeks ahead, jobbers are satisfied that a good season will be had this year, and compare favorably with last year.

DEALER TRADE MODERATE IN AXES AND CROSS-CUT SAWS

Montreal.

The movement of axes and cross-cut saws among the dealer trade is so far fairly satisfactory. There is a falling off in requirements of the larger character for the lumbering industry in the province, owing to the cutting of timber not being carried on as extensively this year. It is expected, however, if the present movement is maintained, that sales will have reached a satisfactory record at the close of the season through the channel of the smaller dealers.

RANGE BOILER MARKET STILL UNSETTLED

Montreal

There is little change in the situation on range boilers, the 30 gallon boiler still attracting attention through the variation in quotations among the jobbing houses. The price of $9.25 is being maintained by some wholesalers who state that a fair amount of business is being done at this figure. However, $8.75 and $9.00 are still being quoted on this standard size. Following is standard list of prices:

RANGE BOILERS—	Standard.	Ex.Heavy
30 gallon	9 25	11 75
52 gallon	21 00	26 00
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

BOILER TUBE PRICES ARE HELD

Montreal.

Current quotations on the various sizes of boiler tubes are holding with the buying movement displaying little activity. The close of the year is now at hand, and little increased activity is looked for, although the winter months usually bring a fair demand for repair work. Following are prevailing prices:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	56 25

ADVANCES IN SOME INGOT METALS

Montreal

Ingot metal markets remain quite firm in tone with some lines showing marked strength. It is to be hoped that the advance generally will not be too rapid as it will only keep buyers from coming into the market. Generally speaking, the situation can only be described as strong.

TIN.—London continues strong and has now had a straight advance of nearly £15 per ton without any reaction to speak of. It is possible there might be a slight easing off, but the market is certainly firm to-day. Quotation is advanced to 38 cents.

COPPER—The New York market is firm and prices have touched the highest level in many months. Electro is there quoted at 13¾ cents. Locally, electro is quoted at 18 cents, castings at 17¾ cents.

LEAD.—London continues very strong and there is evidently a scarcity of prompt lead in that market. This is reflected to some extent on this side, and all markets are firm. It is a question however, whether present prices can hold indefinitely. Local price advanced to 7½ cent.s

SPELTER.—The American market is firm and while demand is light at present, offerings are also limited. A substantial premium is asked for futures. Local quotation is slightly increased to 8 cents.

ANTIMONY.—This metal has not responded as others have done, and the market is comparatively dull with no change in prices. Chinese is quoted at 7 cents, high grade English at 8 cents.

ALUMINUM—No change is recorded in either price or market tendency of aluminum. This metal has remained !!d cedr!! vsa?rea GSgt!! pvn, auauaa featureless on the market for some months. Present quotation is 27 cents.

TORONTO MARKETS

TORONTO, Dec. 8—Price changes, including both increases and recessions, again appear on the current hardware markets. New builders' hardware quotations are prominent among the declines, while the manufacturers of Thermos products announce a reduction of from 10 to 20 per cent. on kits and bottles. Lower prices are also given on one line of ash sifters, while another reduction is recorded in pound goods, both black and galvanized showing a concession of one cent per pound.

Advanced price levels are recorded on all grades of solders, this change reflecting the firmer market on metals entering into the manufacture of these products. Slight price gains are noted on non-ferrous scraps and other waste material levels are also firming up. Both solid and sectional sash weights register small price increases.

LOWER PRICES ON ONE LINE OF ASH SIFTERS

Toronto.

The manufacturers of the Samuel "Dustless" line of ash sifters have announced that prices on these products will be reduced to the trade for one month only, commencing December 15, until January 15, 1922.

ADVANCED PRICE LEVELS QUOTED ON SOLDERS

Toronto.

Metals entering into the manufacture of solders show recent gains in price on the ingot markets, and consequently quotations on solders of all grades have been advanced in proportion. The extent of the increase is 1½ cents per lb., and is a reflection of the firm tone which has recently prevailed in the market for lead and zinc products generally. Following are the revised price levels:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 20½
Do., strictly, lb.	0 23½
Do., commercial, lb.	0 21½
Do., guaranteed, lb.	0 25½
Do., wiping, lb.	0 21½
Zinc sheets, per lb.	0 12

THERMOS PRODUCTS SHOW SUBSTANTIAL DECLINE

Toronto.

A new retail price list is now being distributed by the Thermos Bottle Co., announcing revised lower prices on various Thermos products, effective January 1, 1922. This change particularly affects bottles and kits, and the reduction varies in extent from 10 to 20 per cent on the different lines.

BUILDERS HARDWARE NOW SHOWS PRICE DECLINE

Toronto.

According to a current announcement by the manufacturers, prices on builders hardware now show another reduction. The actual extent of the decline, affecting each particular product, records some variation, but is generally expected to be in the neighborhood of 10 per cent.

SLIGHT PRICE INCREASE ON SASH WEIGHTS

Toronto.

Some slight advances are announced locally in prices on sash weights. The revision brings quotations on the solid type to $2.50 per 100 lbs; while the ½ lb. sectional is now priced at $2.85.

SLIGHT PRICE GAINS IN NON-FERROUS SCRAP

Toronto.

Additional higher prices have appeared in the scrap material markets, these changes chiefly affecting heavy melting steel, and steel turnings; also non-ferrous metals such as heavy copper and wire, light copper, heavy yellow brass, and scrap zinc. There is a little more activity reported, but the degree of improvement has been very slight; the higher quotations resulting from the strength apparent in certain primary markets, together with a feeling of confidence. Dealers average buying prices for fairly large quantities are as follows:

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 00	16 00
Stove plate	11 00	12 00
Grate bars	10 00	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 50
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 25	3 75
Heavy yellow brass	5 50	6 50
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	4 00	4 50
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	2 00	2 50
Auto tires	0 50	1 00
Solid tires	0 75	1 25

FAIR ROPE BOOKINGS FOR SPRING BUSINESS

Toronto.

Manufacturers and distributors of rope and cordage report that the proportion of booking for spring business has been fairly active. Quotations are unchanged, with the prevailing price levels guaranteed against decline until April 1, 1922.

A firm situation has recently developed in the American rope markets, with manilla fibre recording a strong movement. Some price advances have been reported from these quarters.

LOCAL SOIL PIPE QUOTATIONS REMAIN UNCHANGED

Toronto.

No further change has developed in the market for soil pipe and fittings, and the general local situation remains as outlined in last week's issue of Hardware and Metal. Prices remain steady on the domestic products, with the local distributors hoping for an early improvement in the Montreal trade conditions. Indications that a settlement will be made as regards the recent lower quotations, are prevalent; while business is seasonably dull in these products. Following is the local discount list:

SOIL PIPE—	
2 inch	25%
3 inch	30%
4-inch	30%
5 and 6 inch.	30%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	40-10%
8 inch fittings	net

ANOTHER REDUCTION IN MALLEABLE FITTINGS

Toronto.

Another minor reduction is recorded in malleable pipe fittings, this change affecting all classes in both black and galvanized. The extent of the decline is one cent on each grade, and the revised quotations are included in the lists given below.

PIPE FITTINGS—	Per cent.
Cast iron fittings	25%
Plugs, cast iron	28%
Do., solid	28%
Do., countersunk	28%
Bushings, mall	28%
Bushings cast	28%
Unions ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged Unions	25%
Dart Unions, blk., ⅛ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do, 4½ inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—	Black	Galvanized
Class A	0 54	0 67
Class B	0 22	0 32
Class C	0 14	0 22

SHADING OF RANGE BOILER PRICES NOT GENERAL

Toronto.

An odd instance or two of price shading on range boilers continue to be reported from various quarters, but it is claimed that there is no general prevalence of this situation. Market conditions in these products are quieter at this season, due to the inventory period being at hand. The nominal price list remains unchanged, as follows:

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$ 9 25	$ 11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

BUSINESS IN CORRUGATED BECOMING QUIET

Toronto.

No further changes have been announced in the corrugated sheet market since the revision to lower price levels recently effective. The primary sheet markets continue to register easier tones, but whether further recession will show development in the future is considered contingent upon the current demand. Business in corrugated is naturally entering upon the quiet season, as the prevailing weather conditions mitigate against outdoor activities at this season of the year. Current quotations follow:

Corrugated—	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50
Less 7 ½ per cent.	

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

ONLY MODERATE SALE FOR CONDUCTOR PIPE

Toronto

The current sales for eavestrough, conductor pipe and elbows are naturally becoming less prominent as regards volume, owing to the advanced season. The recent discounts are remaining in effect as follows:

TROUGH (Eave)—
O. G. Square Bead and half round. Size in girth:

	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50
Less 70 per cent.	

PIPE (Conductor)
Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00
Less 70 per cent.	

ELBOWS (Conductor)	
2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00
Less 60 per cent.	

TREND OF CRUDE OIL PRICES REFLECTED IN REFINED PRODUCTS

Toronto.

Quotations on gasoline, lubricating oils, and oil products generally, are reported holding at revised levels. At this season of the year, consumption of gasoline is decreasing in volume, and the ratio of burning oil consumption is on the increase. However, these factors are not considered of such vital importance on the domestic markets, compared with the trend of crude oil prices at primary centres. The recent upward price movement has been more or less directly reflected in local quotations, and with refiners maintaining present figures, recessions from the prevailing levels are not loked for at this season.

Activity in the export markets is not so marked as previously anticipated, although the fact that the Standard Oil Co., of New York, recently awarded a contract to the Cunard Steamship Co., for the transportation of 1,000,000 cases of refined oil to Mediterranean, and other European ports, indicates that there exists a certain proportion of

foreign business. The higher prices now prevailing, however, are described as retarding active development of the markets available in this direction.

Gasoline is generally considered as the most important factor among refined oil products, and with the expansion in the automobile industry, the growth in the motorist trade has been measured year by year in the increased demand for gasoline.

REPORT FAIR SEASONAL SALE FOR ICE SKATES

Toronto.

While dealers report that a fairly satisfactory movement of ice skates has already been recorded, yet the demand has not reached the general heavy seasonable proportions. Current stocks are described as fair, and equal to cover early requirements. With the advent of winter, and the commencement of winter sport activities generally, an improvement is looked for in the volume of sales for these products.

CURRENT PIPE MOVEMENT DESCRIBED AS FAIR

Toronto.

The demand for tubular goods has shown no material change, the movement continuing somewhat irregular in demand, and spasmodic in quantity. Dealers describe current sales as fair for this season of the year, and piping prices are unchanged, with list No. 53 remaining in effect.

In jobbing circles there is reported to be some signs of more activity; producers are stated to be operating up to very fair proportions of capacity. On the whole, of course, there has recently been a slight recession in demand, this being a seasonal change in that direction. Pipe list No. 53, is contained in the current market quotation pages.

ONLY MODERATE DEMAND NOW FOR CEMENT

Toronto.

The movement in cement is reported to have registered a falling off from the degree of activity apparent a few weeks previous. The current demand is therefore, more routine, with only moderate sales anticipated. Prices are holding unchanged, at present, but the opinion has been presented in some quarters that recessions may develop with the end of the present season. The prevailing quotations follow:

CEMENT—Car load lots.	Toronto
Per barrel	4 00
Less car lots.	
Per barrel, f.o.b. yard	4 75
Per barrel, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.
Extra charge of $1.50 per load on less than 24 bag lots.
Rebate of 20 cents for empty bags.

STRENGTH SUBSIDES IN COTTON MARKETS

Toronto

Although the firm tone in the raw cotton circles has now subsided, the material situation as regards cotton waste prices has registered no change. The strength in the cotton markets merely served to maintain current levels on waste, and prevented further recessions at that time. Owing to the fact that waste prices were not advanced in keeping with the higher quotations on manufactured cotton goods, the easier market tone in primary cotton circles is therefore not directly reflected on waste.

COPPER AND TIN ACTIVE IN INGOT MARKETS

Toronto.

Copper prices are hardening in the primary markets, and the general tendency at present is maintaining the strength of the recent upward movement. It is generally claimed that excess supplies of copper are going into consumption channels, but whether this trend will develop permanent stability and thus be reflected in local circles, is difficult to ascertain. The domestic markets are of a hopeful nature, with little change reported. Tin is the only other ingot metal to report signs of definite activity.

COPPER.—The long anticipated and frequently heralded upward movement of copper has evidently materialized during the past few weeks. The strength of the primary markets continues to hold fairly well, and recent price gains remain in evidence. The local situation, however, records very little variation; it being generally described as dull, but hopeful. Prevailing quotations are also unchanged at 17 cents.

TIN.—This metal has recently measured brisk activity on the primary markets, and prices generaly have reflected this development with an upward movement. The average local price is back again at the level of 37 cents, and the undertone is of a firm nature.

LEAD.—The lead markets remain quiet, but the general situation in this metal is also firm. The southern distributing centres report a fair proportion of activity, but no exceptional or unexpected condition. Local price of $6.50, still prevails.

SPELTER.—Quotations on spelter in southern markets are advancing, but these higher levels are attributed to the fact that leading producers of this metal have recently withdrawn from the market as sellers. Some reports indicate that should an improvement in demand materialize at this time, then quotations would go correspondingly higher. However, the price locally shows no change at present, the level of $7.00 being generally maintained.

ANTIMONY.—This market remains quiet, with both conditions and prices unchanged from former levels. From 8 to 10 cents marks the extent of current quotations.

ALUMINUM.—The dullness which has characterized this metal during recent weeks is still in evidence. Prices continue at the previous level of 28 cents.

LONDON MARKETS

LONDON, Dec. 8—Christmas hardware goods are commencing to take due prominence in the current markets. The volume of seasonal trade has recently shown some improvement and with the advent of colder weather, this movement is expected to extend to many other winter lines which are in light demand at present.

Price revisions appear on some narrow brass butts and adjustable implement brackets. Linseed oil and turpentine attract more than passing interest this week, both products being lowered in price. Collections are reported as good in this district.

REVISED QUOTATIONS ON SOME BRASS BUTTS

London, Ont.

Recent new prices announced on narrow and middle brass butts, are approximately 20 per cent. lower than previously. The revised quotation is list plus 20 per cent.

PRICE REDUCTIONS ON ADJUSTABLE BRACKETS

London, Ont.

Adjustable implement brackets are now quoted at reduced price levels. This change affects the No. 31, brackets, which are now revised to $8.15 per doz.

LOWER QUOTATIONS SHOWN ON MOPS AND STICKS

London, Ont.

New lower quotations are announced this week on both mops and mop sticks. These changes include the self-wringing mops and also the crank style. The revised prices are as follows:

MOPS—	Doz.
Self Wringing Mops	4 50
No. 6 Best Mop Stick	2 60
No. 10 Crescent Mop Stick	2 75

LOCAL TURPENTINE PRICES REGISTER DECLINE

London, Ont.

A drop of 5 cents per gallon is recorded in turpentine quotations this week; but in announcing this decline, distributors state that this change is not due to any easing of primary costs, but is merely a reflection of certain elements in the domestic markets. The revised quotations follow:

TURPENTINE—	
1 barrel lots, Imp. gal.	1 20
2 to 4 barrel lots, per Imp. Gal.	1 19
5 gallon lot, per Imp. Gal.	1 35

LINSEED OIL QUOTATIONS AGAIN LOWERED

London, Ont.

The linseed oil markets are providing a price feature this week, quotations being lowered three cents. Require-

ments are described as being of a light nature at this time of the year; and similar conditions apply to the by-products. Following are the new price levels:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per gal.	0 84	0 87
3 to 5 barrels, per gal.	0 83	0 86
6 to 9 barrels, per gal.	0 81	0 84
Less barrels, add 15 cents gal.		

LAWN HOSE PRICES BASED ON RECENT DECLINE

London, Ont.

As announced in last week's issue of Hardware and Metal, another revision has been made in spring booking prices on rubber lawn hose. The new lower quotations are as follows:

GARDEN HOSE—	
Corrugated—	
½ inch, per 100 feet	$ 13 25
⅝ inch, per 100 feet	15 25
¾ inch, per 100 feet	18 00
Fabric—	
½ inch x 3 ply	$ 9 50
½ inch x 4 ply	10 50
½ inch x 5 ply	12 00
½ inch x 6 ply	13 50
⅝ inch x 3 ply	11 00
⅝ inch x 4 ply	12 00
⅝ inch x 5 ply	13 50
⅝ inch x 6 ply	15 50
¾ inch x 3 ply	13 00
¾ inch x 4 ply	14 00
¾ inch x 5 ply	15 50
¾ inch x 6 ply	17 50
Ideal Wire Bound:	
½ inch x 4 ply, per 100 ft.	14 00
⅝ inch x 4 ply	16 00
¾ inch x 4 ply	19 00
⅝ inch x 4 ply	16 00
Less 5 per cent. in 500 ft. reels.	

HAND SLEIGHS IN BRISK CHRISTMAS TRADE

London, Ont.

Merchants are generally revising their stocks of hand sleighs in preparation for the big Christmas rush. These products have proven popular lines in the present seasonal trade. Quotations on the Canadian Buffalo sled make remain unchanged at list less 35 per cent.

GLASS OVEN WARE IN POPULAR DEMAND

London, Ont.

Exceptionally good sales are reported at this season for glass oven ware. Many of the new designs in the transparent Pyrex line, including fish platters, biscuit pans, and cake dishes, are now offered to the trade. The quotation remains at list less 30 per cent. Following are the list prices on some of thes products:

GLASS OVEN WARE—	List.
Square cake dishes, No. 809	1 75
Do., No. 810	2 00
Oval fish or meat platters, No. 313......	2 00
Do., No. 315	2 75
Oblong biscuit pans, No. 234	1 40
Do., No. 235	1 75
Square casserole, No. 800	3 50
Covered baker, No. 110	3 50
Vegetable dish, No. 130	2 00
Less 30 per cent.	

SEASONABLE SALE FOR CATTLE CHAINS

London, Ont.

A good seasonal sale is reported for cattle chains, this movement continuing throughout recent weeks in fair proportions. Quotations remain unchanged at list less 3-1/3 per cent. Following are the list prices on some of the most popular lines:

CATTLE CHAINS—
Open Ring, Closed Ring and 3 Chain—No. 1, $2.40 doz. list; 1|0, $2.90; 2|0, $3.20; 3|0, $2.50; 4|0, $4.40; 5|0, $5.60; 6|0, $7.00; 8|0, $8.30.
Plus 37½ per cent.

FLASHLIGHTS PROVE GOOD CHRISTMAS LINE

London, Ont.

Flashlights and batteries have been in big demand throughout the Fall, and this line is now enjoying a good Christmas trade. Quotations on the Eveready Daylo line of batteries and cases remain at list, less 33-1-3 per cent. Following are some of the list prices on these products:

FLASHLIGHTS—
Batteries—No. 791, 40c each. list; 790, 40c: 705, 60c; 750, 40c; 751, 45c; 703, 45c.
Cases Only—No. 2602, $1.30 each, list; 2630, $1.55; 2604, $1.65; 2631, $1.85; 2612, $1.85; 2632, $2.15; 2616, $2; 2634, $2.45; 2619, $2.15; 2674, $4.75; 2658, $3.60; 2638, $3.65. Less 33 1-3%.

PUTTY STILL REGISTERS ACTIVE MOVEMENT

London, Ont.

Dealers report that putty is still enjoying a fairly brisk seasonal sale, with prices holding firm at the revised levels announced in the Fall. These quotations follow:

PUTTY—	
Standards, 100-lb. drums, per 100 lbs. ..	6 30
Standard, 25 lbs., per 100 lbs.	6 55
Pure, 100 lb. drums, per 100 lbs.	7 80
Do., 25 lb drums, per 100 lbs.	8 05

LIGHT DEMAND FOR WHITE LEAD

London, Ont.

The prevailing movement of white lead in oil continues of a light nature. This is usual at this season, however. Prices also remain unchanged at the following levels:

WHITE LEAD IN OIL—	Tons.	Less Tons.
Pure, Per 100 lbs.	13 30	13 65
Elephant, per 100 lbs.	13 80	14 15

STILL FAIR MOVEMENT IN WINDOW GLASS

London, Ont.

Sales of window glass continue to be fairly numerous, although the brisk seasonal activity is now declining. Quotations are firm, but unchanged from the following levels:

WINDOW GLASS—	
Single Diamond	Net List
Double Diamond	Net List
Cut Lights	75% off Light List

NAIL MOVEMENT CONTINUES IN GOOD PROPORTION

London, Ont.

Current sales of nails continue fairly good, especially considering the fact that building activities are now fast declining in volume owing to the lateness of the season. Quotations remain steady at the following levels:

NAILS—	
Wire nails, per case	4 25
Cut do., per case	4 95
Miscellaneous wire, list, less 70%.	

WINNIPEG MARKETS

WINNIPEG, Dec. 8—A number of price declines again appear on the current hardware markets. These revisions affect such products as Potts sad irons and handles; the Vaughan line of post hole augers; Coe's knife handled wrenches; wrought steel shelf brackets; hat and coat hooks; shoe rivets, and bridge spikes.

Other primary markets remain unchanged, with present quotations dependent upon basic conditions. There is a notable briskness in demand for Christmas lines, while other winter goods are also registering a fair share of activity.

LOWER LEVEL IN QUOTATIONS ON DOOR BUTTONS

Winnipeg.

Prices have been reduced on some sizes of cast door buttons. Following are the revised levels:

DOOR BUTTONS
Cast 1½ in., 80c per gross; 1¾ in., 95c; 2 in., $1.10; 2¼ in., $1.55; 2½ in., $1.75.

LOWER PRICES ON HAT AND COAT HOOKS

Winnipeg

Japanned hat and coat hooks are lower in price this week. Following are the revised quotations:

HAT AND COAT HOOKS
No. 21, $6.50 per gross; OC21, $6.50; 102, 85c doz.; 103, $1.05; 104, $1.20.

WROUGHT STEEL SHELF BRACKETS REDUCED

Winnipeg.

A reduction in prices of wrought steel shelf brackets has been announced. Following are the latest quotations:

SHELF BRACKETS
Wrought Steel, No. 792—4 x 5 in., $1.30 per doz.; 5 x 7, $1.95; 6 x 8, $2.35; 7 x 9, $2.85; 8 x 10, $3.35; 10 x 12, $4.75; 12 x 14, $7.50.

NOMINAL SHEET PRICES AWAIT MILL CHANGES

Winnipeg.

Sheet prices are unchanged this week, although prices are considered more or less nominal and further price concessions are offered in some quarters for fair sized orders. Mill prices are being watched with interest, but here too, reductions are not thought likely for some time, not until conditions change regarding labor and transportation. Following are the present quotations:

SHEETS
Black, per 100 lbs.—10 ga., $5.70; 12 ga., $5.70; 14 ga., $5.80; 16 ga., $5.90; 18 ga., $6.30; 20 ga., $6.30; 22 ga., $6.35; 24 ga., $6.35; 26 ga., $6.40; 28 ga., $6.65.
Galvanized—16 ga., $6.75; 18 ga., $6.90; 20 ga., $6.90; 22 ga., $7.05; 24 ga., $7.05; 26 ga., $7.20; 28 ga., $7.80; 10¾ oz., $8.20.

KNIFE HANDLED WRENCHES ARE AGAIN REDUCED

Winnipeg.

A good seasonal sale is reported for week on Coe's knife handled wrenches. They will now sell at 10 per cent. off list.

BOAT SPIKES NOW SHOW REVISED QUOTATIONS

Winnipeg.

A reduction is also made in the prices of boat or bridge spikes. This week's quotations are as follows:

BOAT SPIKES

¼ x 4 in., $8.50 per 100 lbs.; ¼ x 6 in., $8.25; 5-16 x 5 and 6 in., $7.75; ⅜ x 6, 7 and 8 in., $7; ½ x 8, 9, 10 and 12, $6.75.

PRICE REDUCTIONS ON BRASS SHOE RIVETS

Winnipeg.

Lower quotations are recorded this week in brass shoe rivets. Following are the present prices:

BRASS SHOE RIVETS

No. 3, 94c per lb.; 3½, 80c; 4, 77c; 4½, 77c; 5, 76c.

POST HOLE AUGERS HAVE LOWER QUOTATIONS

Winnipeg.

Among the reductions in prices for this week are the revised quotations on Vaughan Post Hole Augers. Following are this week's quotations:

POST HOLE AUGERS

5, $14.65 per doz.; 6, $15.40; 7, $17.40; 8, $19.50; 9, $21.30.

SAD IRON QUOTATIONS REGISTER DECLINE

Winnipeg.

A reduction on Mrs. Pott's sad iron is recorded this week. Following are the new quotations:

No. 50, ... $2.20 per set
No. 55, ... 2.10 per set
Sad iron handles, common, $1.80 per dozen.

PITTSBURGH MARKETS

PITTSBURGH, December 8th. — The past week has brought no important developments in the steel trade, market conditions being much the same as for several weeks past. Production has receded a trifle. Prices on the whole show a less distinct sagging tendency.

Current estimates are that the rate of steel ingot production lies between 40 and 45 per cent. of capacity, this comparing with a rate of about 50 per cent. early in November, and an average of 44 per cent. in October, which had shown the highest rate since last February. As the steel market, taking it as a whole, has been relatively dull since the middle of October the rate of production is really very good under the circumstances, and points to a considerable volume of business having been placed some time ago, for execution during the remainder of the year. In a number of cases mills made drives for business, representing to their customers that they would cover them to the end of the year at close prices and that they intended to advance prices after they had made the rounds of customers. In most cases the predicted advances did not occur, and where they did occur prices are back to the old level. An instance of this is hoops, bands, and hot rolled strips, which were nominally advanced to $2.25 a few weeks ago after business had been booked at $2.00 and thereabouts, the open market price having lately gone back to $2.00.

While steel production is being supported in part by recent contracts, it is not to be supposed that there will be any decrease in production January 1 on account of contracts running out, for buyers are taking only such steel as they absolutely must have, desiring to keep inventory down, and there should be heavier production in January than in December, rather than lighter production.

The Question of Prices

The regular prices on sheets have been holding pretty well up to date. On November 25, as reported a week ago, the American Sheet and Tin Plate company opened its order books for the first quarter of the new year, at the prices it had previously been quoting for this year, $2.25 for blue annealed, $3.00 for black sheets and $4.00 for galvanized. Independents had previously withdrawn cut prices. Bookings are running rather light. The American Sheet and Tin Plate company still has an advantage over the independents by reason of its old contracts, many being more than a year old, but still not completely specified. While the independents have to make sales as they go along, the leading interest gets a considerable part of its business by entering specifications against the old contracts, simply adjusting the price as occasion requires. Contract prices themselves are not revised, merely prices to apply on shipments as specified.

The $4.75 tin plate price, announced November 3rd, by the leading interest to apply on prompt orders and contracts with jobbers for first quarter and manufactuing consumers for first half, is holding quite well. There is a little shading by one or two mills which do not have a reguar clientele, but this is not taken seriously by the larger mills.

Tubular goods show no particular change in the matter of prices. The National Tube Co., (Steel Corporation) is adhering to its regular prices while as for many weeks past independents are shading slightly. In line pipe the cutting is quite deep, to levels which are said to be below the cost of production.

Bars, shapes and plates are quotable generally at $1.50 to $1.60, depending on size of order, specifications, etc. Prices are hardly any weaker on these lines than a fortnight ago, but they certainly are not stiffening, and the probability is that eventually buyers will be able to develop slightly lower prices when they are in position to offer larger orders and for more extended delivery. The mills would probably welcome an oppotunity to drop prices a trifle, to book a good volume of business and then make an advance.

How About Your Entry?

The Hardware and Metal **CHRISTMAS WINDOW CONTEST** for 1921 is now well under way. Many hardware merchants and retail salesmen are taking part for the honor of being a prize-winner or runner-up in the contest.

Read the details in this issue, then send along your entry.

DO IT NOW.

Developing Trade In Specialty Lines

Good Margin of Profit on Specialties Should Maintain Revenue in Paint Department in Cold Weather—Selecting Various Specialty Lines for Special Treatment—Pre-Christmas Business in Gilt Paint for Window Frames, Radiators, Etc.

CONTINUING the series of articles on the sale of various specialty lines during the seasons when ordinary house paint is not moving very rapidly. it should be thoroughly realized by every merchant who applies any such plans as are outlined, that careful enquiry and a close watch on local developments will, provide many excellent opportunities for developing this class of trade. Very frequently the suggestion is all that is needed to awaken in the customer's mind the thought that a certain specialty line can be used in the home to good advantage. Appeals to pride are always effective, particularly where opportunity is presented of indicating that any improvements made by the use of such specialties will be noticed by those to whom the prospect may wish to convey a good impression.

Such a sentiment can be taken advantage of at the Christmas season, and though many people are busy at present shopping for Christmas presents, they can be shown readily that the use of some stove enamel, gold paint, floor stain, or other woodwork or wall finish, will give their home a much better appearance for the pending visit of relatives and friends coming for the Christmas festival season. Some ideas for the displaying of stove enamel were dealt with in the last issue of Hardware & Metal. Some possibilities for the sale of gold paint are outlined herewith. A window display can be very effectively arranged showing a number of pictures borrowed from various homes. These can frequently be secured on the promise of returning them with a new coat of gold paint. A painter might be placed in the window to do the gilding of these pictures. These frames might be half finished, leaving the other half done for comparison. A neat card might be used stating the name of the person who loaned the picture. When the frames have been left in the window for a few days in this condition, have the painter finish them up and the effect of the display will be considerable. People have got in the habit of watching the window for any advancement to be made in the operations and they will be agreeably surprised when they see the window filled with frames all newly gilded and note the improvement which a little gold paint will make on picture frames.

One merchant who had followed this plan announced by means of a card in the window that an interesting art exhibit will be on view between certain dates. This secures much interest before the start is made and following the plan already outlined will result in maintaining this interest throughout and probably pull much business in gold paint and other specialties as result of enquiries.

In the window at the same the demonstration is proceeding, should appear a group of cans of gold paint and brushes suitable for its application. Some cards might be lettered drawing the particular attention of women customers to the ease with which picture frames, radiators and other articles may be re-touched to good advantage.

In planning windows of this kind it is possible for the dealer to induce the local newspaper to run a news story about the unique art exhibit.

It is more than likely that his display will sell a good big supply of gold paint—and it also serves as an ideal method of inducing the women of your territory to come into your store to get acquainted.

Sells Other Lines

A selling point which dealers can capitalize occurs here. Once a woman starts to buy it usually is fairly easy to sell her a few additional items. Of course. the success of a developed plan to sell extra items depends largely upon the ability of the salesman who has charge of the sale.

The foregoing item might be published for a period of one week during the fall months. That aggressive campaigns of this kind will increase volume and add to profit is without a doubt.

There are many other items in the painter's store which can come in for special attention in the winter months, some of which will be treated in later issues.

"SAVE THE SURFACE" CAMPAIGN OFFERS GOLDEN OPPORTUNITY SAYS A. B. HAY

In an inspiring address before the guests and members of the Buffalo Paint, Oil and Varnish Club, at a dinner and meeting, Hotel Iroquois, A. E. Hay, Manager Canadian Sales, Pratt & Lambert-Inc., urged all interested to constant, enthusiastic effort that 1922 may be the greatest paint and varnish year in the history of the industry.

"There are three heads under which this campaign may properly be discussed," said Mr. Hay. "First, a great need; Second, a golden opportunity; Third, a glorious objective. The need is apparent and appalling. Only a quarter of the potential market is being supplied with surface-saving materials. We are going to apply ourselves earnestly to the advancement of this movement during the next five years so that we will double the industry by 1926."

"It is well to keep the purpose of the campaign alive and fresh within our minds so that at all times we may be filled and thrilled with wonder of its great possibilities and intrinsic value. There is a great danger of getting so used to a thing of this kind that it begins to sound to us as a tale that is told. We become so familiar with it that we get hardened in the process; our admiration cools off and fails to affect us as it once did; we lose the vision and miss the goal."

SERVICE

CONFIDENCE

FAIR DEALING

A Short Story

"Three things are great;
Conscience and Will
And Courage to Fulfill
The duties they create."

THE Gentleman was the proprietor of a large and successful Establishment in one of the young, flourishing towns you know so well.

Courteously business-like, he was speaking to Mr. Scratch, our representative.

"I have heard many good things about your Firm and their products," he was saying, "and, altho I am satisfied with my present Paint connection, if you wish it, I will see your proposition."

An hour later he spoke again.

This time there was a ring of enthusiasm in his voice, and a sparkle in his eyes that was not noticeable at the introduction.

"Scratch, I am most grateful to you for your visit. Your offer has great merits and the comparison is astonishing. I will think it over."

Three days later we gladly received the outward expression of his good will and confidence—his Opening Order.

That was a year and a half ago.

Today—well—today he is one of our most enthusiastic, loyal and profitable friends with every prospect of a continuity of our happy relationship.

Such, we think, is *real growth*—to grow naturally and steadily, fertilized by dealer satisfaction and friendship.

Our many similar experiences have a happy significance.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered.

Sell Brushes as Practical Christmas Gifts

Featuring Brushes in the Household Goods Department Encourages Housewives to Realize Sanitary and Labor-Saving Value of the Many Types of Brushes

A COMPARATIVELY new department in the hardware trade, in which brushes of various kinds are holding an important place, is the housefurnishing department. In many stores such a department has been started to handle the many articles which are classed as conveniences, sanitary equipment and labor-saving equipment. Lines classed under these headings are popular with the women who use them in making the home more comfortable with the minimum of effort. Among the most indispensable articles which appeal particularly to housewives of to-day are brushes for cleaning, which have revolutionized housework and made a pleasant task of the old time drudgery.

The far-seeing dealer will not be slow to seek the favor of the ladies by suggesting and demonstrating the advantages of the many lines of labor-saving brushes and floor brooms, such as are designed and manufactured by the leading Canadian brush manufacturers who study the possibilities of modern household demands which tend to lighten the duties about the home.

It, however, is often considered that brushes are such a general commodity that all that is necessary is to carry a stock, sometimes in an out of the way corner of the store, and that prospective customers will ask for what they need. The dealer whose conception of brush profits does not go beyond this antiquated idea will surely not get his share or anything like the increased brush sales that would come to his store.

If he will try the display method (most people need the "show me" suggestion to get them to buy the proper assortment of cleaning brushes) the dealer will quickly realize the advantages of same and the opportunity he has of making new customers and permanent customers. Remember, cleaning brushes are used every day in the year in not only the moderate thrifty homes, but in every home where sanitation and comfort hold forth—also there are the demands of hospitals, clubs, public buildings, offices, factories, etc., which have to be met. This business is within the scope of every dealer's trade.

These appeals carry considerable weight at the Xmas season. Brushes are a practical gift and should be pushed for this purpose now.

Imperial Varnish & Color Co. Convention

Sales and Executive Staffs Express Optimism Concerning Future of Paint Trade—Educational Effort Much Appreciated at the Sessions—Much Enjoyment at Theatre Party and Dinner

THE annual convention of the Imperial Varnish & Color Co. was held at the head office on Morse Street, Toronto, for three days from November 28 to December 1, inclusive Both the sales and executive staffs were optimistic concerning the outlook for paint trade and an increased quota of sales was set for 1922. The sessions of the convention took the form of practical demonstrations of the various products, and details given concerning the industrial processes involved in their making. This phase of the work was highly valued by the staff and it was felt that the education along such practical lines would be very helpful to all concerned.

T. Moneypenny, Sales Manager, presided over the sessions, assisted by H. E. Mitchell and G. C. McEwen, Works Manager. In addition to the local sales staff there were present the following; Roy Beaumont, Sales Manager, Miller Morse Hardware Co., Winnipeg, (Western distributors) and Harry Hart, Manager Paint & Varnish Ltd., Montreal, (Eastern distibutors). It is significant that there was 100% representation of the sales and executive staffs.

A theatre party to the Princess Theatre was provided on Wednesday evening following on Thursday evening with a dinner at the Carls Rite Hotel at which there was much wholesale enjoyment comprising stories, songs or speeches from everyone attending.

Executive and sales staffs of the Imperial Varnish and Color Co., Toronto, assembled for the annual convention which is outlined herewith: Back Row—Left to Right—T. F. Newberry, L. B. Gillespie, Thos. Roulston, C. J. Archer, C. Chapman, E. E. Sparrow, E. C. Guest, D. L. Davidson, F. C. Charlot, M. E. Gooding, R. C. Holder, G. B. Chapman, S. Littlewood, J. N. Hill, D. D. Spellen, J. R. Houle, F. C. Price, H. E. Mihell, Sales Promotion Manager. Front Row—Left to Right—J. I. Shields, W. B. Cookson, R. Beaumont, Sales Manager, Miller-Morse Hardware Co., Winnipeg; T. F. Monypenny, Vice-President and Sales Manager; J. M. Sparrow, President and General Manager; G. C. McEwen, Works Manager; H. Hart, Manager Paint and Varnish Limited, Montreal; W. J. Roulston, H. E. Worsell.

Boeckh's Brush News

Improved Production

CARE, watchfulness and experimenting are continually evolving better ways of doing things at the minimum cost of production—that is, to produce an article of real merit to sell at a reasonable price.

Speaking for ourselves, we have been making brushes in Canada for over sixty-five years. The brushes we made sixty-five years ago were the best brushes made at that time, but they were far behind the brushes we have been making during recent years.

We have learned better ways because we have not been mind-bound.

We are continually keeping in touch with the requirement of painters and at any time are prepared to make an improvement in our lines should the occasion arise, though it does seem that, in the brushes we are now making, perfection has already been attained.

All this is introductory to the present method of making Boeckh's "RUBBER SET" brushes for use in paint, varnish, kalsomine, etc.

The bristle in all our painters' brushes is of the highest grade and is prepared by our special process, which retains the elasticity and softens the ends, the part of a brush upon which good results and long, satisfactory wear depend.

Each individual bristle is held securely by genuine rubber, not a rubber mixture containing mostly pitch or other cheaper ingredients.

The butts of the bristles are completely covered with genuine rubber in a semi-liquid state which is then vulcanized by steam heat until it is absolutely hard—(not gas heat, which often burns and shortens the life of the bristles)—and will not under any circumstances permit of the bristles coming out.

By the use of many labor-saving machines and processes, and also owing to the large volume of business, we are able to give extra value and also to supply brushes which give long wear and which make satisfied customers.

As we have been making brushes for over sixty-five years we know how to combine quality, style and finish at the lowest possible cost, and to supply the trade with guaranteed goods that in all cases give absolutely satisfactory service.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

Distributors—

Montreal—The H. E. Smith Sales Co., 130 Craig Street West.
Winnipeg—Mr. J. B. Buckham, 664 Broadway.
Vancouver and Victoria—The T. S. Griffiths Co., 1080 Hamilton Street, Vancouver, B.C.

Weekly Paint Markets

MONTREAL

MONTREAL, December 8. — An advance recorded in the flax market and a resultant firming of the oil market again attracts attention in the paint industry with local prices however, remaining at formal figures. The firming undertone in seed was gradual at the beginning of the week, but towards the latter end a more substantial gain was recorded, and the market now stands at a very much improved position. The turpentine market continues with a firm undertone with local quotations also unchanged at last week's figures, namely, $1.15 per gallon in one barrel lots. Southern circles report much the same situation, although one important centre states that due to interest on the part of foreign buyers, the market showed a price advance, with expectations of a further improvement before the new season in the spring.

The current demands for window glass are still very satisfactory, the open weather no doubt extending the busy season. First shipments of the new Canadian product arrived on the local market, but were soon exhausted owing to orders awaiting fulfillment. Little change has developed in the Belgian market, the season now practically closed so far as this field is concerned, owing to the close of navigation. On the whole the present season has been very satisfactory, notwithstanding fears that were evident earlier in the season that a shortage might develop.

Next year's bookings are still causing activity among paint and varnish manufacturers, and the volume of business still coming to hand promises well for the ensuing year. Prices on all lines of paint, varnish and white lead are remaining steady with little price development expected in any of the products.

LINSEED OIL HAS FIRMER UNDERTONE

Montreal.

The undertone of linseed oil was strengthened this week by the advance of flax seed. The seed market at the commencement of the week began a gradual climb, and in the latter part the gain has been more pronounced, particularly in the past two days. Whether this is another turn in the fluctuations prevalent in the market for some time remains to be seen, but some dealers are of the opinion that linseed oil will show a firmer tone from now on, more particularly after the first of the year.. The improved demand, usual after the turn of the year, will, it is thought, provide the necessary factor in the maintenance of a higher standing.

The improvement in the market seems to be very general as outside markets continue firm and strong, following the advance of Argentine flax seed. Current demands are seasonably dull, with enquiries from domestic crushers fair, and that from European buyers very active. Local business is quiet with prices holding as follows:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal.	0 83	0 85
3 to 5 barrel lots, per gal.	0 81	0 83

Less barrels, add 10 cents per gallon.

TURPENTINE MARKET CONTINUES STRONG

Montreal.

Turpentine continues with the undertone firm at its recent higher standing. Local supplies are none too heavy, but ample to take care of present business, as demands are very light. This however is expected as the month of December usually proves an extra quiet period. Paint manufacturers are causing the most activity in turpentine at present, and sales in this channel are expected to increase with the opening of the new year. As the demand would seem to be the controlling factor in the maintenance of prices, there is every likelihood of a firmer market for the opening of increased business in the New Year. In Savannah markets, the increased interest on the part of foreign buyers, coupled with a fair demand on the domestic market in the past two weeks is said to be responsible for the now improved tone. With a further improvement in demand anticipated, and inasmuch as the producing seems practically over, with present supplies not very large, it is believed that there will be further advances for the new season. Following are local prices:

TURPENTINE—	Imp. gal.
1 barrel lots	$1 15
2 to 4 barrel lots	1 13
Broken lots	1 25

STILL ACTIVE SALES OF WINDOW GLASS

Montreal.

Current business in window glass is continuing in fair volume, notwithstanding the season is now advanced over the usual more active period. The recent open weather, and the inability on the part of jobbing houses to complete shipments are said to be the reasons for the continued briskness. Stocks are still low, especially in the best selling cuts, but recent arrivals of Belgium shipments, and also from our own home industries, are keeping stocks from becoming depleted to the serious stage. The local markets received their first shipment from the new home plant, but these were soon exhausted in fulfilling orders that had been held up owing to scarcity. Quotations are continuing at Montreal net list, which will be found on current market pages.

SPRING PAINT BOOKINGS VERY ACTIVE

Montreal.

Booked orders for spring requirements continue to cause activity among paint and varnish manufacturers. Without exception, orders received are very satisfactory, and in most cases exceed last season's demands at this time. That a more active season will develop in the coming year is now promised, if the early buying movement counts for anything. The general tone of the market is also very steady, with little price development expected. This condition would apply to white lead in oil, and also putty, as well as the numerous lines of paint, varnishes and specialties.

TORONTO

TORONTO, December 8—While prices on both turpentine and linseed oil now remain at the recent revisions, developments in these markets continue to attract interest. The flax seed prices recorded a slight advance recently,, thus resulting in a tendency to firm up the oil markets. These current gains in flax seed quotations are generally considered in the light of fluctuations which have been apparent during recent weeks, and thus unchanged oil prices are in effect; although a substantial improvement is recorded in the primary situation.

The current turpentine quotations are firm, with prices on producing circles also unchanged this week. Foreign buying interest is stated in some quarters as responsible for the current market strength, coupled with the fact that the non-productive period confines available supplies of this product to prevailing market offerings. Although production of turpentine during the season 1920-21, has been of greater volume than in recent seasons, yet the current stocks remaining on hand at Savannah are of

(Continued on page 60)

SIGN OF MERIT
BEST B M & Co. MADE

Moore's Paints

A complete line of more than satisfactory paints and finishes that build business in hardware paint departments by completely satisfying customers. Moore's House Colors, Morelustre Enamel, Moore's Automobile Finish, Sani-Flat, Mooramel, Moore's Shingle Stain, Impervo Deck and Porch Paint, Moore's Roof and Barn Paint, Moore's Floor Paint, Moore's High Gloss Enamel Paint, are some of the members of this popular paint family that are most familiar in over-the-counter sales. Take Moore's Roof and Barn Paint as an example. Farmers are constantly using paint around and about the farm and are good prospects for Moore's Quality-Made Barn Paint. It is a very elastic and durable paint, works easily, covers well, retains its color, will not peel or blister, and is waterproof. It is composed largely of oxides ground finely and thoroughly incorporated with our processed oil. This reliable paint is especially adapted for Barns, Stables, Sheds, Fences, Bridges, Roofs; in short, it is a preservative for all wood and structural iron work. Order now for Spring delivery.

"Quality forever Moore"

"Save the surface and you save all" Paint & Varnish

Benjamin Moore & Co.
LIMITED
Paints, Varnishes and Muresco
Halifax Toronto Winnipeg

If interested tear out this page and place with letters to be answered.

TORONTO PAINT MARKETS

(Continued from page 58)

smaller proportion than at this period last year.

CURRENT TURPENTINE NEEDS OF SMALL VOLUME

Toronto.

With the average quotations on turpentine at primary centres remaining unchanged this week, the local price level also retains the lower revisions recorded last week. This change is stated by distributors to be primarily based upon competitive prices appearing in certain eastern markets. The current cost of turpentine is dependent upon Savannah quotations, as the small demand for the product at this season, gives distributors little encouragement to carry stocks. Buying therefore continues from hand to mouth, covering immediate needs only.

The opinion has been expressed that should any improvement materialize in the demand for turpentine, further changes in price are likely to develop. It is considered probable in certain reports from the primary markets, that an increase in foreign buying would serve to strengthen the present firm tendency. The quotations prevailing locally are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	$ 1 20
2 to 4 barrel lots	1 19
5 gallon lots	1 35

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points

Car load lots of 70 bbls. Price on aplication.

Less than 1 barrel lots 15 cents per gallon additional.

LOWER PRICES ON LINSEED REMAIN IN EFFECT

Toronto.

The new lower prices announced last week on both raw and boiled linseed oil, continue to remain in effect locally. Although some slight advances have been recorded in prices on flax seed, this condition at the present time, is generally being looked upon as another fluctuation. Whether the upward movement in seed prices will develop into a permanent trend, remains to be seen; and quotations on oil are steady but firm at the following levels:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 84	0 87
3 to 4 barrel lots	0 82	0 86
6 to 9 barrel lots	0 81	0 84

Less barrels, add 15 cents per gallon.

FIRM SITUATION EVIDENT IN SHELLAC MARKETS

Toronto.

As reported in previous issues of Hardware and Metal, some higher prices on shellac have been given on the l cal markets due to the firm undertone now apparent in this commodity. On the other hand, some easier price levels are also being maintained in certain quarters. The prices, therefore, which appear on the current market quotation pages, covering both white and orange shellac, represent the average quotations appearing on the domestic markets.

The steady situation continues to remain evident in shellac circles generally, and is attributed to the fact that primary markets still develop firmness on shellac gums. This strength is reflected in both pure orange and pure white, and and it is stated that while these primary conditions continue, there is thought to be little chance for price recessions from the prevailing levels.

SELLING SATISFACTION WITH EACH ARTICLE

(Continued from page 46)

duced to agree that what you have said about the merchandise is true, and this approval should be referred to in closing. It may be that decision rests between two articles, and it is up to the salesman to simplify by himself choosing the one more applicable, with most consideration to quality. In some instances it may be suggested that a decision has been reached, and the asking as to delivery, quantity, or "what next" may be used. However, if this method of closing a sale is employed it must be very tactfully used so as to avoid any semblance of trying to force a purchase. There are times in the toils of the man behind the counter when an accelerator would be most useful, but it must be remembered that patience is a virtue in producing satisfied customers.

REFLECTING THE "SANTA CLAUS" SPIRIT THROUGH THE HARDWARE STORE

(Continued from page 38)

lights, etc. are mentioned as suggestions. In another ad by this firm electrical goods are featured for Christmas gifts. This ad says "Make an Electric Christmas. As surely as your good wishes are reflected in the gifts you bestow, just so surely will you bring to wife or mother more pleausre, more convenience, more time for rest in presenting electric household appliances of which we are showing a comprehensive range of the latest designs embodying all the most recent improvements. Here we can offer but a few suggestions; Coffee machine sets, hot water kettles, toasters, stoves, grills, immersion heaters, vacuum cleaners, curling tongs, irons, etc."

CANADA'S STEEL IMPORTS FROM U.S. IN OCTOBER

(Continued from page 36)

and tank plates. Increases of 5,233 tons for steel plates and 4,481 tons for wrought pipes and fittings brought those articles from fourth and fifth places to second and third places, while barbed wire and several items of less importance (wire nails, wire rods, railroad spikes, and bar iron) more than doubled, and cut nails advanced to almost five times September's figures.

DEVELOPMENTS IN ROOFING INDUSTRY

(Continued from page 35)

manufacture. It is natural therefore to assume that these conditions will not obtain for any length of time and that when normal spring business develops, prices may advance until a minimum profit is secured. This opinion is of course further strengthened by the almost certain advance in basic materials."

When asked as to the maintenance of quality in their products, Mr. Kennedy said he fully believed the quality of materials at present produced by Canadian manufacturers was distinctly in advance of anything hitherto made in this country. At a time like the present, with the desire to place before the buying public prices within reasonable reach of pre-war levels, there was the danger of low standards to guard against. Immediately following the war a strict adherence to this could not be watched as closely because of heavy demands, but manufacturers, he was sure, were now producing the highest standard possible. "Business to-day demands quality as well as lower prices," he said.

In conclusion, Mr. Kennedy stated that the recent reduction in freight rates was appreciable to them. Their lines were of the heavier class, and were greatly affected by transportation costs. However, the decline would not bear upon the immediate situation as this had already been taken into consideration.

WHO MAKES KILLAMETAL?

Hardware & Metal is in receipt of an inquiry as to the manufacturer of "Killametal." This is evidently a compound for the purpose of nullifying the chemical reaction of metals. Any information as regards the name of the manufacturer, or where this product can be secured, will be welcomed by the Editor.

DEPARTMENT OF THE NAVAL SERVICE.

SALE OF PACKING

SEALED tenders addressed to the Undersigned and endorsed on the envelope "Tender for Packing" will be received up to noon of Tuesday the 27th day of December, 1921, for the purchase of the whole or any portion of approximately 25,000 pounds Packing of various sorts, at Halifax Dockyard.

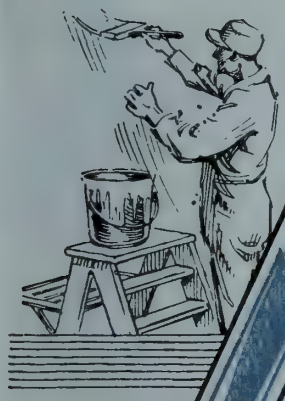
Tender forms and samples, together with particulars as to terms and quantities, may be obtained on application to the Undersigned, or to the Naval Store Officer, H. M. C. Dockyard, Halifax, N. S.

G. J. DESBARATS,
Deputy Minister of the
Naval Service.

Ottawa, Ont., November 25, 1921.

DECOTINT

The Sanitary Cold Water Paint for Walls and Ceilings



Deco-Tint Products

DECOTINT—A sanitary cold water paint for walls and ceilings.

HAT-BRITE—Straw Hat Enamel.

POLISH-OL—Auto and furniture polish.

METAL-BRITE—A metal polish for all metal surfaces.

DECO-WAX—A paste polish for floors, furniture, woodwork, automobiles, &c.

STOVE PIPE ENAMEL
SHOE HEEL ENAMEL

H+W

Twenty-Two Beautiful Tints for Your Customers to Choose from

DECOTINT solves the old, old riddle of how to secure permanently beautiful interior walls and ceilings at little cost.

Decotint—so inexpensive, so artistic, so sanitary—in a range of twenty-two beautiful tints from among which it will be so easy for your customers to select the color combination they most desire.

Decotint is put up in handy-sized packages and is ready for use with the mere addition of cold water. It is very easy to apply and is extremely durable, retaining its original brightness and beauty indefinitely. Unlike cheap kalsomine paint it will not chalk or rub off on the clothing.

Order a supply now and let your customers know you handle this and the other Deco-Tint Blue Labeled products listed here.

THE DECO-TINT COMPANY
897 Centre Street
MONTREAL

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	95 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	.....

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2	$0 50	Group 3	$1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do. car bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 10%.

Gilmour Eye Augers, add 5%.

Irwin Auger Bits, add 5%.

Do., car bits, add 7½ per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	$9 25
30-gal., extra heavy	11 75

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts, ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

Tapped add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
Do., Toronto	0 22
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto	0 20
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS

	Wrought Steel—
No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36: No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.

Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set ... $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric Weld Proof	
7-16 in.	11 25	13 [illegible]
½ in.	11 00	12 [illegible]
⅝ in.	11 25	12 [illegible]
¾ in.	11 00	12 [illegible]
3-16 in.	$17 80	$20 [illegible]
⅜ in.	11 75	13 [illegible]
¼ in.	16 25	18 [illegible]
5-16 in.	13 75	15 [illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 37	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.

F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS—

	Doz.
Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

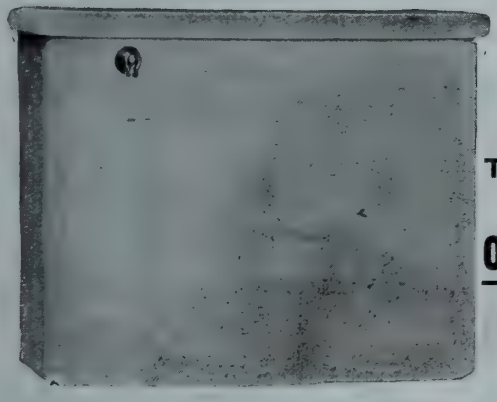
Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

UNIQUE TEST OF STRENGTH

Of "Pussyfoot" Closet Tanks



Four "Pussyfoot" Tanks are supporting a weight of over

FIVE TONS

The Truck Weighs 6,500 lbs. Total Weight of Men, 3,727 lbs.

Order the "PUSSYFOOT" From Your Jobber

We Give a Life-Long Guarantee

You Will Like the Large Silence-Chamber Valve

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

If interested tear out this page and place with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FAUCETS—Petroleum—
½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor.
Cast iron fittings	20%	25%
Malleable bushings	30%	28%
Cast bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 54	0 67
B	0 22	0 32
C	0 14	0 22

NIPPLES, WROUGHT
Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
time Provinces.

GRINDSTONES
Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face ... $5 25
Two-inch and over ... 4 50
40 to 80 lbs. weight.
Under 2-inch face ... 4 75
2 ins. and over ... 4 25
Bi-Treadle, each ... 9 75
Cycle BB ... 8 75

GRINDSTONE FIXTURES Doz.
No. 22 ... 8 67
No. 33 ... 9 27
No. 2½ ... 10 00
No. 3 ... 11 50
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.
Per gross.
Sisal, 7-16 in. ... $21 00
Do., 9-16 in. ... 33 00
Jute, 7-16 in. ... 19 00
Do., 9-16 in. ... 28 50
Prices, net.

HAME FASTENERS— Per Doz.
Dodson ... $4 60

HAMMERS, NAIL Doz.
No. 21 ... $12 00
No. 1 ... $15 40
Nos. 1½, 61½ ... 15 20

HAMMERS, SLEDGE
Can. 2-2½ lbs., cwt. ... $22 50
Do., 3-4½ lbs. ... 20 70
Do., 5 lbs. and over ... 14 40
Masons, 2-3½ lbs. ... 28 35
Do., 3-4½ lbs. ... 25 50
5 lbs. and over ... 20 70
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING
No. 38, No. 46, 5 lbs. and over ... $14 40

HAMMERS, MACHINIST
No. 30, 1-lb. ... $10 20
No. 30, 1¼-lb. ... 11 00
Net.

HANDLES (WOOD)
All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.
Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1/3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING
Per Doz
No. 1 ... $10 25
No. 2 ... 11 25

HATCHETS, LATH
No. 3 ... $10 25
No. 4 ... 11 25

HATCHETS, BARRELLING
Nos. 50, 60 ... $15 75

HATCHETS, CLAW
No. 7 ... $12 25
No. 8 ... 13 00
F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC
Glower Heater ... $10 00
Heatray Heater ... 12 00
Discount 25%-33%, according to quantity.
Majestic, 1 Burner ... $11 00
Do., 2 Burner ... 16 00
Discount 27½%.
Universal ... 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ... Doz. sets.
Clark's No. 1. ... $2 22

HINGES, SPRING
No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set ... 1 85
Reliance Door No. 270.
Light, per doz. ... 3 15
Medium, per doz. ... 4 20
Heavy, per doz. ... 6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub ... $9 25

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4. per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$[illegible]	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft. $13 25
Do., ⅝ in., 100 ft. ... 15 50
Do., ¾ in., 100 ft. ... 18 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge
36 x 96 ... 21 per lb.
48 x 96 ... 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)
Potts, polished, per set ... $1 90
Potts, nckel plated, per set 1 95
Potts handles, japd., grs. .. 20 75
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC
Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY
Spear Point ... 15 00
Lightning ... 14 00
Heath's ... 14 00

LADDERS. ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.
Short or Long Globe, plain or jap'd ... $12 00
Dash, plain ... 18 75
Do., Japd ... 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs ... 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES
Cold Blast, Short or Long
1 doz. cases ... 1 35 doz.
3 doz. cases ... 1 20 doz.
6 do cases ... 1 15 doz.
Cold Blast genuine rubq. 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.
Steel Thumb, No. 2 ... 2 00
Do., No. 3 ... 2 50
Do., No. 4 ... 3 75
Barn Door, No. 5 ... 3 30
Do., No. 9 ... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century. Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Conner, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—
Cutter, doz. ... $11 50
Pick, doz. ... 11 50
F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—
Canuck—
No. 4, dozen ... $36 24
No. 8, dozen ... 40 92
Universal—
No. 4, dozen ... $40 00
No. 8, dozen ... 52 00

MOPS— Doz. net
Liquid Veneer ... $20 00
O-Cedar, less handle ... 14 00
Do., with handle ... 16 00
S. W. Mops, complete ... 4 35
Mop Sticks, No. 8 ... 2 00
Cast Head Mop ... 2 00
Crescent, No. 10 ... 2 60
Crank wringing ... 7 35
Smarts', ... 4 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—
Adanac ... 20%
Woodyatt ... 20%
Empress ... 20%
Mayflower ... 20%
Ontario Daisy ... 20%
Star ... 20%
Whippet ... Net
Thousand Island ... Net
Red Wing ... Net
Blue Bird ... Net
List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS—
List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto $4.25 base.
Owen Sound or Collingwood. $4.25 base.
F.o.b., Montreal, $4.25 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.
Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.
Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—
Montreal, $4.85; London, $4.95; base; Toronto, $4.85.
Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

C·C·M·

Automobile Skates

Are You Running Short of Certain Models?

This is the big month for skates.

The skating season is here. And Christmas buying of skates for presents is in full swing.

Very likely you are in danger of soon being sold out of some sizes?

Sorting orders mailed now can be filled promptly and complete in all sizes and models.

Made in Canada by

Canada Cycle & Motor Co., Limited

Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

Also Makers of

C.C.M. Perfection Ankle Supports and C.C.M. Bob Skates

Rosin Core Solder

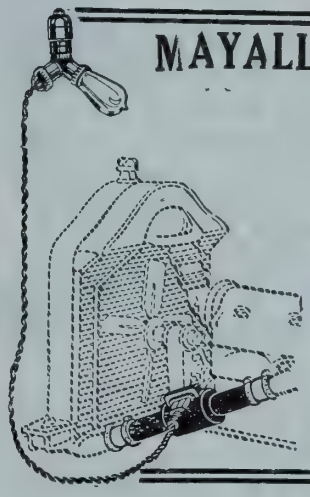
"The Solder with the Flux in the centre."

Acid Core Solder

Also "Imperial Soldering Paste." Small tins.

The CANADA METAL CO., LIMITED
SOLDER EXPERTS

MAYALL MOTOR HEATER



This solves winter engine trouble! Connected with any lamp socket it maintains heat and circulation in the car's water system, prevents freezing, assures easy starting and is installed in a few minutes.

Motor Sundries Corp. Limited

Head Office and Factory:
414 Eastern Ave., Toronto

Also manufacturers of Hurst Motor Heater, Float-a-Ford Shock Absorbers, Mayall Flat-Spring Bumper.

CARTER'S

Carter's Genuine Dry Red Lead

A pure, uniform and economical paint and preservative for metal work, steam pipes, etc. Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity. Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for price on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

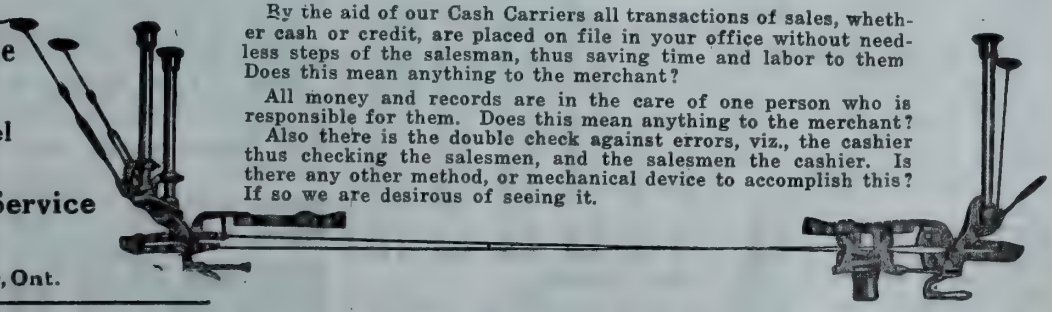
The Carter White Lead Co. of Canada, Limited, 91 Delorimier Ave., Montreal.

Why Not Have a Double Check on all Sales?

Al kinds of Cash and Parcel Carriers

Gipe-Hazard Store Service Co., Limited

113 SUMACH ST., TORONTO, Ont.



By the aid of our Cash Carriers all transactions of sales, whether cash or credit, are placed on file in your office without needless steps of the salesman, thus saving time and labor to them Does this mean anything to the merchant?

All money and records are in the care of one person who is responsible for them. Does this mean anything to the merchant?

Also there is the double check against errors, viz., the cashier thus checking the salesmen, and the salesmen the cashier. Is there any other method, or mechanical device to accomplish this? If so we are desirous of seeing it.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 60
18 inch	5 50	48 inch	14 50
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	$17 00
Plumbers'	7 50

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½

Above prices net.

	Gallon
Black oil (summer)	0 23.1
Black oil (winter)	0 24.1
Capital, cylinder	0 75.6
Mach. oil, reg. grades	0 43.6
Imperial gas engine oil	0 63.6
Paraffine	0 23.6

List, less 10% on above.

Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy $1.10
List less 15 per cent.

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl., net	0.11.60
Do., tank wagons, net	0.10.60
Do., tank cars, net	0.09.60

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING

	Per lb.
Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1, Anch	1 25	1 25
Do., No. 2, Anch.	0 70	0 70
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 35	1 35
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 25	1 25
Do., tarred	1 35	1 35
Joliette Sheathing	0 70	0 70
Do., tarred	0 85	0 85

	Per 100 lbs.
Monarch Sheathing, white	5 75
Do., gray	4 75
Straw sheathing, heavy dry	3 15
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 75
Imp. Grey Sheathing	4 75
Scythe rand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	7 25
Asbestos Sheathing	10 00
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

Clay—	Montreal	Toronto
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921

Standard Butterweld Pipe S-C.

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 83
3 in.	45 90	68 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 per cent.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	25%
4 in.	30%
5, 6 in.	30%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	40-10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN Nominal

TERNE PLATES

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—

	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 20% from standard list.

No. 3....10 75

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 80	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 19
New Zealand hemp basis	0 19
Sisal basis	0 17

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c, ⅜ in., 1½c; ¼ and 5-16 in., 2c. 3-16 in., 2½c extra.

Single lathe yarn basis	0 17
Double lathe yarn	0 17½
Yacht marline, tarred	57
Halyards	50
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	48
Hemp, tarred bolt rope basis	45
Marline and Houseline	44

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application

Cotton, ⅛ in.	0 51
Do., 5-32 in.	0 50
Do., 3-16 in.	0 47
Do., ¼ in. and up	0 45

F.o.b. Toronto, Montreal, London Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, less 5%
Star sandpaper, less 5%
B. & A. emery cloth, plus 25% list.

F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	48 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.

F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	77½%
Wood R.H., bright	75%
Wood, O.H., bright	75%
Wood, F.H., brass	70%
Wood, R.H., brass	67½%
Wood, O.H., brass	67½%
Wood, F.H., bronze	65%
Wood, R.R., bronze	62½%
Wood, O.H., bronze	62½%
Square cap	40%
Hexagon cap	40%
Set Screws	45%

SCREWS, IRON BENCH, No. 14

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 65

SCYTHES	Doz.
Cast steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SNATHS	Doz.
90 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

SOLDERING COPPERS

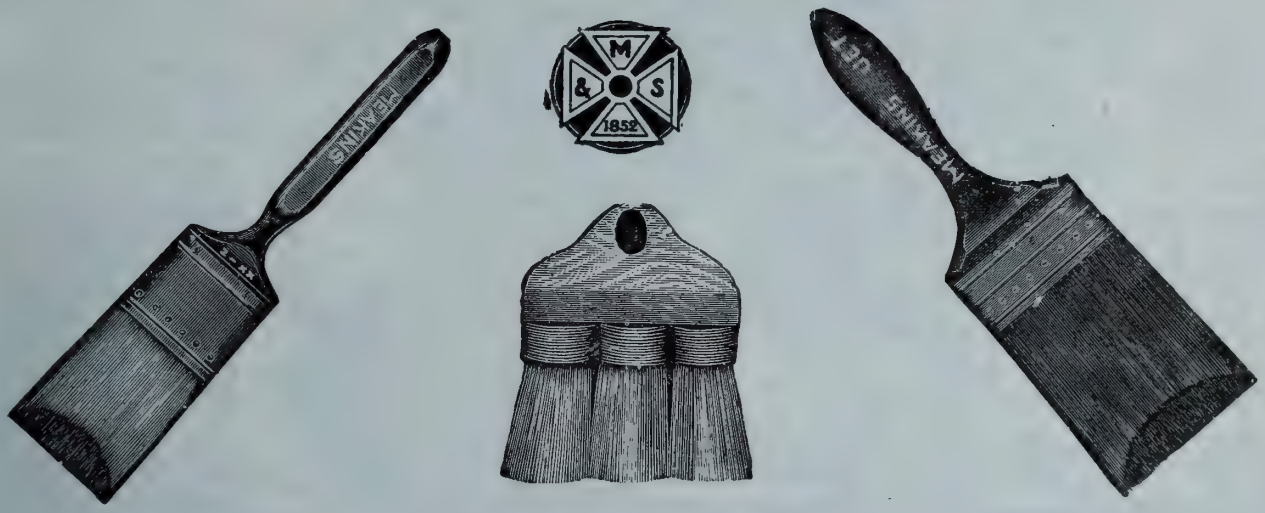
See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1 05; No. 9, $1.15.



From Scrub to Paint Brushes
THE MEAKINS LINE

This very complete and varied line is a stout support for the merchant. It is a great help to be able to turn almost any inquiry into a real sale by producing the exact brush desired. There is always a Meakins brush just right for the purpose.

Meakins Brushes include: Paint, Varnish, Glue and Kalsomine Brushes; Household Brushes, Toilet, Floor, Dusters, Sanitary, Window, Scrub, Stable and Foundry Brushes; Auto, Butcher's, Brewer's and Steel Scrubs; Dandy Brushes, Crumb Brushes, Floor Waxers and many others.

Have you sent for the 1922 Catalogue?

Meakins & Sons
Limited
Hamilton, Ontario

Branches:

Winnipeg London Toronto Montreal Vancouver

Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7......$1 75 No. 9 .. .$2 25
No. 8...... 2 00 No. 10 . . 2 50

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 70, each, net 6 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun. No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%
Double-pointed tacks 70/15%
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge, Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival, Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2, 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand. .. 10%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway.......16/10%
Jenkins Gate Valve 10/7%
Jenkins Globe 10/10%
J.M.T. 20%
J.M.T. C. 25%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto.
Penberthy Brass Valves
Gate Valves 25%
Regrinding Valves 20%
Swing Check Valves 10%
Compodisk Valves 20%

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards. 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list. plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $13.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	2 85	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	2 50	3 10	3 50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal. Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London Hamilton or St. Marys.

Put these Barrett Money Makers on the job--

Over 35,000,000 advertisements featuring Barrett Specialties are reaching customers of every class throughout the Dominion.

They will bring a big volume of business to every dealer who is ready to supply the demand.

Don't tie up your money in stock that won't move quickly—make every dollar earn other dollars for you.

The Barrett Products which are being featured in this big consumer advertising campaign include the following Specialties:

Everlastic Liquid Roofing Cement

Unequalled for re-surfacing worn-out prepared and "rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1-pint tins to 40-gallon barrels and steel drums containing 43 gallons.

Everjet Elastic Carbon Paint

A proven protective black, carbon paint for industrial purposes. No other paint on the Canadian market has ever enjoyed the same popularity. Everjet Elastic Carbon Paint is made for use on exposed metal and wood, particularly on surfaces subject to severe conditions; for use on boilers, smokestacks, machinery, piping; in fact, metal work of all kinds. It is also used extensively for painting metal roofs. It successfully resists the corrosive action of acids, alkalies, fumes and vapors.

Put up in: 1-Gallon Cans, Lithographed (cases of one doz.), 5-Gallon Cans, 1-2 barrels (about 20 gallons), Barrels (about 40 gallons) and steel drums (43 gallons).

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

Order Creonoid now and take advantage of the new low prices with special quantity discounts quoted in our October 15th Price List. These low prices are guaranteed against further reduction during the coming fly season. Shipments made any time between January 1st and May 1st, 1922. Invoices dated May 1st.

Creonoid comes ready for use in Steel Barrels (43 Gallons), Steel Half-Barrels (25 Gallons), Wooden Barrels (approximately 40 gallons) and in Wooden Half-Barrels (approximately 20 gallons), Five Gallon Cans. Also packed in attractive gallon and half-gallon cans.

Plastic Elastigum Patching Cement

"The Plastic Cement of a hundred uses"—the most convenient patching and repair material ever placed on the market.

Plastic Elastigum Patching Cement is tough, durable, acid-proof and waterproof. It sticks tenaciously to either wet or dry surfaces; can be used in all kinds of weather; is easy to apply; low in price, and comes all ready for use.

To stop leaks in roofs, repair flashings, reline gutters, stuff cornices—for these and innumerable other purposes, Plastic Elastigum is in a class by itself.

Put up, ready for use, in packages of various sizes, from 1-lb. tins to barrels of about 600 lbs.

MONTREAL
TORONTO
ST. JOHN, N. B.

The Barrett Company LIMITED

WINNIPEG
VANCOUVER
HALIFAX, N. S.

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-06½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—
per gal.
Ad-el-ite, white $4 00
Ad-el-ite, tints 3 75

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro, ... 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Floglaze 4 50
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .-50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.
GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per Maritime differential 50c per 100 lbs. over Montreal.
100 lbs.
Montreal Toronto
Anchor, pure 12 75 13 20
Champion, pure 12 75 13 20
Crown Diamond, pure12 75 13 20
Green Seal pure ... 12 75 13 20
I.V. Perfection 12 75 13 20
Ramsay's pure 12 75 13 20
Moore's pure 12 75 13 20
Tiger, pure 12 75 13 20
O.P.W., Dec., pure .. 12 75 13 20
Elephant Genuine .. 13 25 13 70
B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ... Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 60
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white| 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Lowe Bros., H. S. White, No. 328 ... ... 3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint—
Mont. Tor.
Barrels, per gal..... 0 80 0 80
Half-barrels, per gal. 0 85 0 85
5s and 10s, per gal... 0 95 0 95
1s, per case, doz. .. 12 00 10 50
Everjet Black Enamel—
Crates 2 doz., 8 oz.. $1 45 $1 45
Crates 12 doz., 8 oz. 1 40 1 40
1-gal. cans, gal ... 1 50 1 50
5-10 gal. cans, gal... 1 35 1 35
Barrels-half bbls., gal 1 25 1 25
Carbosota Liquid Creosote Oil—
Barrels 0 60 0 60
Half barrels 0 65 0 65
5s and 10s, gal ... 0 75 0 95
1s (case 12 gals.)... 8 50 9 50
H.. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC Pure Pure.
White. Orange.
Per Gal.
In bbls. 4 65 4 15
Gal. jugs 5 00 4 50
F.o.b. Toronto, London, Montreal.

SHINGLE STAINS
Ord. Colors. Greens
Sherwin-Williams . 1 39 1 60
B.-H. Anchor 1 40 1 60
M.L. Creosot 1 40 1 60
Soligum 1 25 1 60
Martin Senours .. 1 40 1 60
Elastica 1 40 1 60
Hillcrest 1 40 1 60
"C.D." Shingle Stain 1 20 1 40
Canada Paint, ... 1 75 2 00
O.P.W. Creolin .. 1 30 1 50

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
High Standard 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 60
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L. No. 61 ..... 5 00
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing. . 4 85
Kyanize Interior and Floor.. 4 85
Luxeberry light ..... .
Luxeberry granite ..... .
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 85
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 5 00
"C.D. Big 4" Exterior..... 5 00
"C.D. Big 4" Interior..... 4 50
"C.D. Big 4" Floor 4 40
C. D. General Purpose 4 15
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite ... .
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto

WATER PAINTS
Rockface, bbls., 250 lb. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)
Frescota $7 50 8 50
5-lb. pkgs. White. Colors.
Decotint 8 50 9 00
Coralite 9 00 9 00
Perfecto 8 50 9 50
Solpar 0 40
C. D. Wall Coating, white... 8 75
Do., colors 9 25

Hygienic Kalsomine. per 100 lbs.
White Tints.
300 lb. bbls. $7 00 $8 00
100 lb. kegs 8 00 9 00
Cases of 25 pkts. .. 10 00 11 25

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . ..0 09
Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 85
Anchor 0 38
O.P.W. Lion Brand 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 45
Champion white 0 50
Ad-el-ite paste 0 45
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls. 3 50

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.35
F.o.b. Montreal, Toronto, London

GLASS

YOU needn't worry about receiving prompt shipments of Glass. Greater now than ever before are the advantages to the Dealer in having a near-by and dependable source of supply, whether it be for *one* light of Glass or car-lots.

We are receiving quantities of Window and Plate Glass and can quote you very attractive prices for immediate deliveries or for import shipments. We stock or manufacture Plate, Bevelled Plate, Mirrors, Figured, Leaded, Wired and Prism Glass.

Write, Wire or Phone for Prices

Hobbs Manufacturing Company, Limited.

MONTREAL TORONTO LONDON WINNIPEG

SIMONDS

CRESCENT GROUND CROSS-CUT SAWS

Simonds Canada Saw Co., Ltd.
"THE SAW MAKERS"

Montreal, Que., St. John, N. B.
Vancouver, B. C.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$28 50	.....	.....
32 Short	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	58 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/20	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	64 00
455 Target	.....	.....	35 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	188 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.90 base. Round and square over 2 in., up to and including 2 ¾in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.65 base. Rounds over 2¾ in. to 6 in., $6.15 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING

In sides tanned, $2.50 per lb.; [illegible] $3.00 per lb.; rawhide, sides, [illegible] cut $8.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top. per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $10.00; No. 2, $10.50; No. 3, $11.50; No. 4, $13.75.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25
150 ft x 19 ga.	10 50

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions, "Dart"—

¼ to 2-in.	29% off
⅛, 2½, 3½ and 4-in.	15% off
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in.	9 22	14 18
41 to 50 in.	9 98	14 86
51 to 60 in.	10 30	15 82
61 to 70 in.	10 70	16 42

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

No. 30 up to and including

	Doz.
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 98c per doz. prs.; 4 in., $1.18; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in.	9 75
⅝ in.	12 00
¾ in.	13 00

IRON GALVANIZED

Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over, 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 10
Mrs. Potts', No. 50, set	2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2, Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	......	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	[illegible] 00	4 7[illegible]

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

Beautify Walls Economically

Silkstone beautifies walls at less cost than wall paper. It can be washed easily without rubbing off. Its soft, silky finish gives an artistic effect much appreciated by home lovers. The economical side of Silkstone, its beauty, its durability and gratifying service are all factors in the splendid sales it enjoys. It sells profitably with mutual satisfaction to merchant and customer.

The satisfaction it gives is a delight to the conscientious merchant who tries to serve his customers well and build permanent trade. Silkstone fills the bill for the Canadian housewife. She has tried it and liked it, and uses it whenever walls need beautifying, without regard to season. Silkstone is a year-round seller. Let us show you what's in it for you—write.

"Save the surface and you save all" *Paint & Varnish*

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon

Kerosene 0 23½
Gasoline 0 36½
White Rose Gasoline 0 39½
En-ar-co Motor Oil, med. and heavy 1 10
Do., ext. heavy 1 10
Black (summer) 0 32
Black (winter) 0 33
Imperial kerosene tractor. 1 00
Capital cylinder 0 83½
Castor machine 0 49½
Imperial gas engine 0 66
Discount 10%.
Polarine 1 25
Polarine A 1 25
Polarine heavy 1 25
Gargoyle Mobile A 1 71½
Gargoyle Mobile B 1 81½
Gargoyle Mobile BB 1 81½
Gargoyle Mobile E and Arctic 1 56½
Fuel oil 0 14
Discount 25%.
Wm. Penn Motor, medium 1 25
Do., heavy 1 25
French C, medium 1 00
French A, heavy 1 00
Transmission, No. 1 .... 1 00
Steam sylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century Caster Machine ... 0 52
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white 4 10
Stephens' colors 3 75
Stephens' floor 3 70
Silkstone white 3 60
Silkstone colors 3 50
Stephens' barn 2 50
Stephens' barn, extra color 2 35
Lion white 4 10
Lion colors 3 75
H. D. floor 3 70
Velvetone white 3 60
Velvetone tints 3 50
Ramsay's white 3 95
Do., colors 3 60
Dultone, white 3 60
Do., colors 3 50
Martin-Senour, white 4 10
Senour's floor 3 70
M.S. Neutone, white 3 60
M.S. Neutone, colors 3 50
M.S. Red Schoolhouse 2 40
M.S. Standard Barn 4 15

PAPER, BUILDING

Dry Fibre, No. 1 .... $1 25
Sunrise 1 00
Anchor, tarred 1 45
O.K. tarred 1 45
Tarred Felt. 5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	9° 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
8-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $365 each! No. 4, $3.85 each.

PUTTY

100-lb. irons $5 00
20-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22½c.; ⅜ in., 22c.; 7-16 in., ½ in., 9-16 in., 21½c.; ⅝ in., 21c.; ¾ in., and larger, 20½c.

Pure Manila.—¼ in., 5-16 in., 26½c.; ⅝ in., 26c.; 7-16 in., ½ in., 9-16 in., 25½c.; ⅝ in., 25c.; ¾ in. and larger, 24½c.

Sisal.—¼ in., 5-16 in., 20½c; ⅜ in., 20¼c.; 7-16 in., ½ in., 9-16 in., 20c.; ⅝ in., 19½c.; ¾ in. and larger, 19c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES— Doz.

Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H. Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge 5 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65
37½%.

STANDS Each

Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled $109 00
Household, japanned 97 00
Superba, nickeled 123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
Little Jewel 14 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.55 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; tire, $7.50. Mild, 3-16, ¼, 5-16, $5.20 base. Round, square flat, up to and including ¼. ⅜ to 2 in., $5.20 base. Round and square, over 2 in., and including 2¾ in., flat over ¼ and up to 6 in. wide, $5.65 base; round over 2¾ in. to 6 in., $6.15 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	8 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Coton, 4-ply, cones 0 48
Coton, 4-ply, balls 0 52

VARNISHES—

Stephens' Luminette, gal....$4 00
Stephens' Exalite, gal. 4 75
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—

Scotch Grey Graniteware.
Colonial Imperial Pearl, 15% off.
Premier Canada Diamond, plus 10%.
Whitewear, 30% off.
Japanned Ware, list, plus 25%.
Japanned Ware, white, list plus 35%.
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 37½ and 10% discount.
Stamped Ware, retinned, 40%.
Pieced Tinware, ordinary, list plus 60%.
Pieced Tinware, copper bottoms, list plus 67½%.
Sheetiron Ware, list plus 52½%.
Light Galvanised Pails, plus

Tubs—
Light, plus 37½%.
Heavy, 35%.
Pails and Tubs, plus 37½%.
Jap, Coal Hods, list plus 62½%.
Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing 0 24½

WHITE

XXX Extra $0 21
XX Grand 0 20
XLCR 0 19
X Empire 0 17½
X Press 0 16

COLORED

Fancy $0 17½
Lion 0 16
Standard 0 14½
Popular J 0 13
Keen 0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs.

Sectional $7 50
Solid 7 00

WELL WHEELS Doz.

Cast, covered, 8 in....... $11 00
Cast, plain, 10 in. 15 60
12 in. 18 85
14 in 24 00

WHEELBARROWS Each

U. S. ....$ 6 60
General purpose 7 90
Stone 13 75
Navvy, doz. 105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $5.60; No. 12, $5.80; coil spring, plain, Winnipeg, No. 9, $5.65; No. 12, $5.85.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—
6-inch 7 00
8-inch 8 40
10-inch 9 80
12-inch 12 60
15-inch 16 80

Perfect Handle—
6 inch 15 00
8 inch 17 50
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE

Trimo—40% off list
Stillson—30% off list.

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.

Universal $40 50
New Eze 76 50
Regent 69 00

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

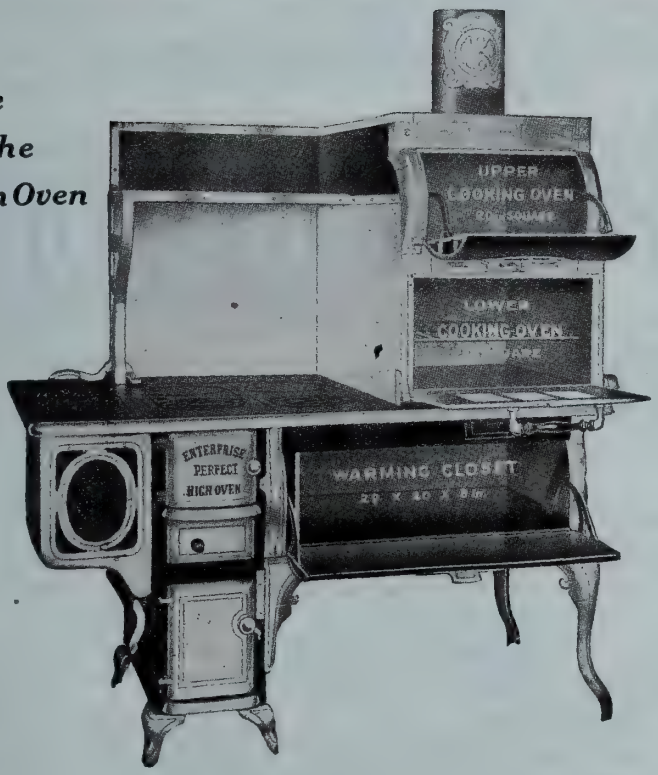
ENTERPRISE

Ranges, Stoves and Heaters

20,000 Users are Delighted with the "Perfect" Double High Oven

The Enterprise "Perfect" Double High-Oven Range has two large 20-inch ovens. You will note that these are not merely one oven and a warming closet but two big, fine ovens for baking and roasting—both are equally good. However, there is a big, roomy warming oven besides. Perfect satisfaction is assured through the special flue construction. Finished in spotless white enamel and lustrous nickel, it is surely a range "de luxe."

When you see the name "Enterprise," good quality and efficiency is there.



This Range Displayed Means Sales Half Made

Here is an opportunity to help boost your Fall and Winter stoves sales. We have chosen these ranges and heaters for distribution on account of their high market value. Their proven ability and efficiency both to merchants and consumers is now recognized and steadily increasing.

The range and heater illustrated in this advertisement represents the high quality that the Enterprise line of products possesses.

You can count on their good selling points to close repeat sales for you.

Orders placed with Ashdown's will receive the same courtesy, attention, promptness and co-operation for which this house has been famous over half-a-century.

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Ideal Aluminum Products Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
Geo. W. Reed & Co., Montreal.
J. Samuels, Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
Burgess-Norton Mfg. Co., Geneva, Ill.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
Guarantee Sheet Metal & Roofing Co., Winnipeg, Man.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Maybilt Radiators Limited, Winnipeg, Man.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMATIC SCREW MACHINE PRODUCTS
Burgess-Norton Mfg. Co., Geneva, Ill.

AUTOMOBILE PARTS
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAGS, PAPER
Continental Paper Products Limited, Ottawa, Ont.
Montreal.

BARB WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BARRELLS, STEEL
W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Burgess Batteries Ltd., Winnipeg, Man.
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto
The Canada Metal Co., Limited, Toronto, Ont.

BILLET, BLOOMS AND SLABS
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BEARINGS
Burgess-Norton Mfg. Co., Geneva, Ill.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co. Toronto

BICYCLE PARTS
Burgess-Norton Mfg. Co [illegible]va, Ill.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Rubberset, Limited, Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.

BROOMS
Walter Woods & Co., Hamilton, Ont.
Stevens Hepner Co., Limited, Port Elgin, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.
WINNIPEG, MANITOBA LIMITED

SHIP YOUR GOODS TO THE WELL-KNOWN FIRM OF H. L. PERRY CO., LIMITED, STORAGE (FREE and BOND) DISTRIBUTING AND ASSEMBLING OF POOL CARS OUR SPECIALTY.

Commission Department

Coupled with the above service, we have a Commission Department with a competent staff, operating throughout the entire West.

This department will execute any buying or selling commissions for you.

This Combination of departments offers a service that is unique.

THE H. L. PERRY CO. LTD.
214 Princess St. - Winnipeg

O-Rib-O

Volcano Chimney Top

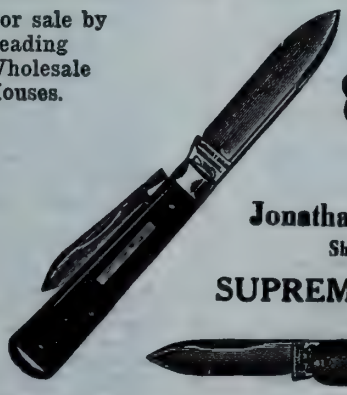
The Deflector — the lower slanting part shown — receives wind through the sloped opening, directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Homes, stores, churches, factories are all prospects.

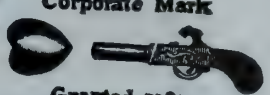
O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

When Writing to Advertisers Kindly Mention This Paper

For sale by Leading Wholesale Houses.

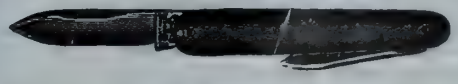


Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CASTINGS
Fittings Limited, Oshawa, Ont.

CATCHES, SCREEN DOOR
Burgess-Norton Mfg. Co., Geneva, Ill.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Landers, Frary & Clark, New Britain, Conn.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS, MITRE AND DRAW
Burgess-Norton Mfg. Co., Geneva, Ill.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
Burgess-Norton Mfg. Co., Geneva, Ill.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOTHING, ATHLETIC
A. W. Moyer, & Co., Toronto.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOSETS, CHEMICAL
S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULTIVATORS
C. S. Norcross & Sons, Bushnell, Ill.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
Adcock & Brewer, Ltd., Montreal, Que.
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Myers Mfg. Co., Dresden, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISH WASHER, ELECTRIC
The Hurley Machine Co., Limited, Toronto.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes & Co., Ltd., Guelph, Ont.

DOOR STRIP
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
The Enterprise Foundry Co., Ltd., Sackville, N.B.
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que.

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HANDLES, CHEST AND DRAWER
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Steel Metal Products Co., of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEAVY HARDWARE SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.

HEELS AND SOLES, RUBBER
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
The Sheet Metal Products Co., of Canada, Limited. Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.
The Hurley Machine Co., Limited, Toronto.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
F. W. Lamplough & Co., Montreal, Que.
Whites Limited, Collingwood, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungster Lamp Co., Hamilton, Ont

LAMP BLACK
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill
The Ontario Lantern & Lamp Co., Hamilton, Ont

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton
The Sheet Metal Products Co., of Canada, Limited. Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John,

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

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PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS, HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

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Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que

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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont
The Ruberoid Co., Ltd., Montreal.
The Toronto Asphalt Roofing Co., Limited, Mount Dennis, Ont.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doan Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING

RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
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Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

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The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

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Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

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Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
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La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que

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E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

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Garbage & Ash Cans

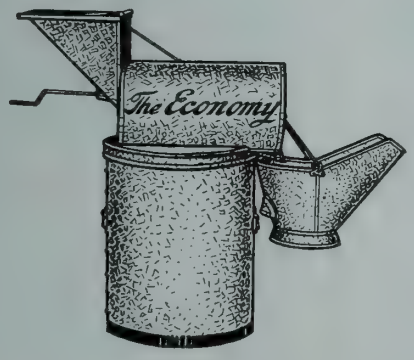
DEALERS!

Save money on duty and exchange by purchasing your heavy weight Garbage and Ash Cans in Canada.

REED'S "SUPER-SERVICE" line is a winner.

These cans are made of 22 to 18-gauge galvanized steel (depending on size and style).

Every can is hand rivetted and stoutly reinforced. All joints are hand soldered — NOT galvanized HOT.



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There's a good margin of profit on these lines. Write or wire us for prices.

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Hard, Soft, Tinned, Coppered.

BALE TIES
Any length — soft tough wire.

STRAIGHTENED RODS
WIRE HOOPS

We manufacture. Do you use?

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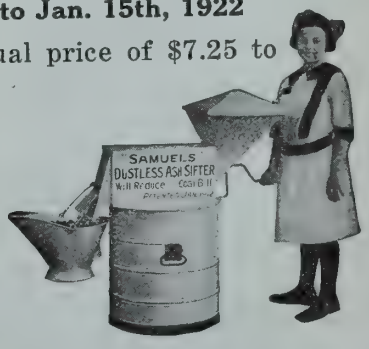

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Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

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Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

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Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Veneering Co., Acton Vale, Que.

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Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHARPENERS, KNIFE
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Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

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American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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Pedlar People, Ltd., Oshawa, Ont.

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Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto,
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs Wm. A. Rogers and His Son, Niagara Falls, Ont.

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Oneida Community, Ltd., Niagara Falls, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SINKS
Can. Foundries & Forgings, Ltd. Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co.,, Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Christopher Johnson & Co., Sheffield, England.

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Hamilton Stamp & Stencil Co., Hamilton.

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The Enterprise Foundry Co., Ltd., Sackville, N.B
Chas. Fawcett Limited, Sackville, N. B.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Limited, Toronto, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

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The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
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The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

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The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited Toronto.

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Smith & Hemenway Co., Inc. Irvington, N. J.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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KEROSENE, ETC.
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The Canadian Tank & Pump Co., Toronto, Ont

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The Canadian Tank & Pump Co., Toronto, Ont

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Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

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The Thermos Bottle Co., Ltd., Toronto, Ont.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIES, COW
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TIN PLATES
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The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

THE BUYERS' GUIDE

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Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
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Ames, Holden, McCready, Limited, Montreal.

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The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

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The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

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Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

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Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
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Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

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The American Flyer Mfg. Co., Ltd., Chicago, Ill.

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TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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The National Electric Heating Co., Ltd., Toronto.

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United Brass Founders & Engineers, Limited, Manchester, Eng.

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Dougall Varnish Co., Ltd., Montreal.
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Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
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Martin-Senour Co., Ltd., Montreal.
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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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HAROLD C. SHIPMAN & CO.
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PATENT AND TRADE-MARK CAUSES
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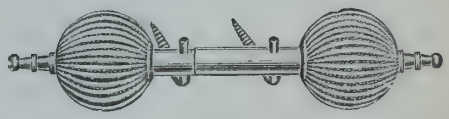

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Manufactured by
Diamond Saw & Stamping Works
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OWEN SOUND, ONT.

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KINZINGER, BRUCE & CO., LIMITED
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Challenge Adjustable Bands	.90 for 100

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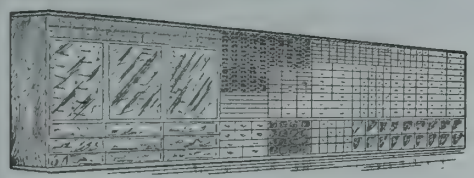
RIDEAU SPECIALTY CO.
MANUFACTURERS, SMITHS FALLS, ONT.



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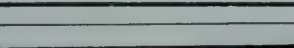

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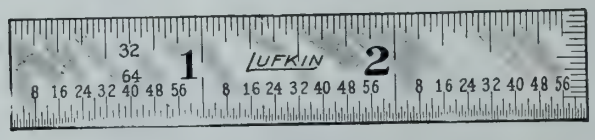
LUFKIN RULES



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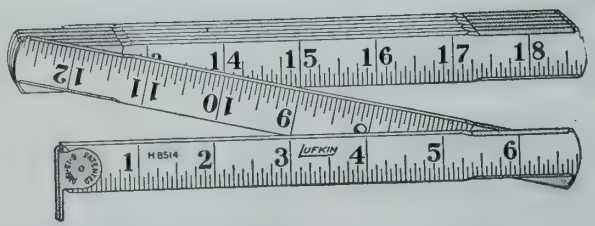

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Noteworthy Improved Features
Insuring Accuracy of Reading, Ease of Use and Saving of Time
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Made in Canada

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WINDSOR, ONT.

GOODELL-PRATT
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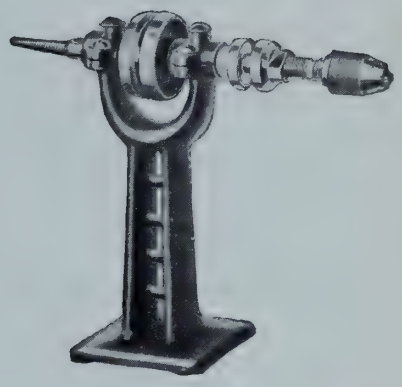
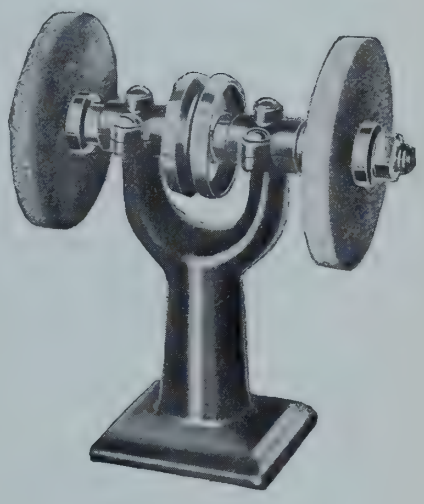


Moving Displays
Move these tools rapidly

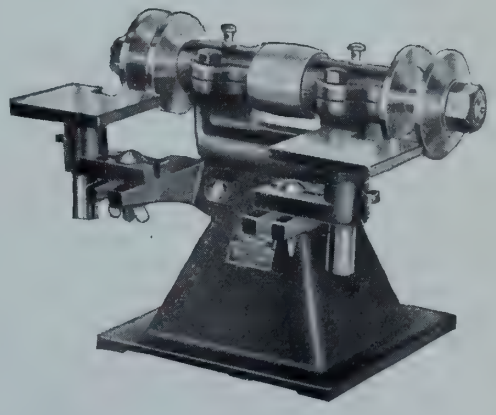
Most good hardware stores handle these little polishing and grinding heads. They are always steady sellers, in winter or summer, good times or bad; because in spite of their low price they will do real work and give long service. You will find these tools everywhere from the largest factories to the smallest home workshops.



You have hundreds of prospective customers for these polishing and grinding heads

Do these prospective customers for these devices know that you have them in stock? Put some in your window. Hook them to a small motor and watch your stock move. A moving display is easily arranged. Five or six of these heads can be driven from the motor by one shaft. The shaft is just a plain piece of round steel. You probably have suitable material in stock to use for pulleys and hangers.

If you haven't the materials in stock or don't know how to fix up a display like this, write to us and we will gladly tell you how other live dealers have done it.



This plan has paid others
You try it now!

GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U.S.A.

IT WILL HELP YOU TO TAKE STOCK

THE INTERNATIONAL DAYTON IS THE BEST HARDWARE SCALE ON THE MARKET WITH A SPECIAL COUNTING SCOOP ATTACHMENT. THE COUNTING SCOOP IS INVALUABLE AT STOCKTAKING TIME. LET US EXPLAIN TO YOU HOW IT AUTOMATICALLY COUNTS NAILS, SCREW-BOLTS, ETC.

The Vital Point is PERCENTAGE

THE man who has 28 cents has the power to borrow $4 for one year. That is OPPORTUNITY.

If he buys goods with his $4 and sells them for $6, making 50 per cent. gross profit, he is on the way to become a man of wealth. That is BUSINESS.

If he buys goods, instead, at $4 and sells them at $4.10, making only 2½ per cent. gross profit, that is BANKRUPTCY.

Business success is not determined by gross sales, but by the percentage of profit that lies between gross costs and gross returns.

The vital point to watch is percentage —not ESTIMATED percentage, but ACTUAL percentage.

In a store equipped with Dayton Hardware Scales, business becomes a science of EXACTNESS. Certainties take the place of speculations. Profit percentages do not trickle away in faulty or careless weights. Place a Dayton in each department of your store and you insure PROFIT PERCENTAGES.

International Business Machines Co.

LIMITED

Frank E. Mutton, Vice-President and General Manager.

HEAD OFFICE and FACTORY—Royce and Campbell Avenues, Toronto.

For your convenience we have Service and Sales offices in Vancouver, Calgary, Edmonton, Saskatoon, Regina, Winnipeg, Walkerville, London, Hamilton, Toronto, Ottawa, Montreal, Quebec, Halifax, St. John's, Nfld.

Also manufacturers of International Time Recorders and International Electric Tabulators and Sorters

International SPEED ACCURACY ECONOMY Business Machines

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXIII. No. 51 | THE MACLEAN PUBLISHING COMPANY, LIMITED | December 17, 1921
PUBLICATION OFFICE : TORONTO, CANADA

MARTIN-SENOUR
100% PURE PAINT & VARNISHES

Christmas Greetings

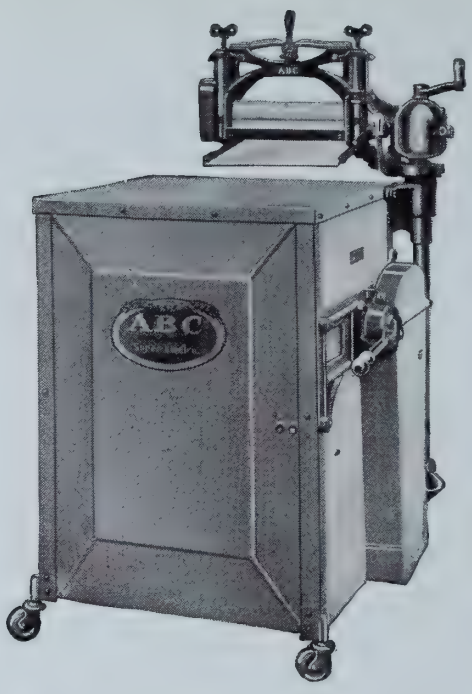
TO the hardware dealer himself—to the man behind the counter—to each and every individual in the Canadian hardware trade we extend, in warmest friendship, our sincerest wishes for a Happy Christmas and a Bright and Prosperous New Year.

While our good wishes are tendered to all we wish to greet in a very special way those among you who are associated with us in the selling of Martin Senour 100% Pure Paint and Varnishes. May the coming year be to every one of you, our Dealer Agent friends, a year of unhampered business progression surpassing in prosperity all that have gone before.

The MARTIN-SENOUR Co.
LIMITED
PRODUCERS OF PAINTS AND VARNISHES
WINNIPEG VANCOUVER MONTREAL TORONTO HALIFAX

"Save the surface and you save all"—Paint & Varnish

The new 1922 model A B C Electric Laundress—"the Packard of Electric Washers"



You see a handsome cabinet; you hear no noise; you feel no vibration

Valuable A B C Agencies to be soon Allotted!

An A B C **Exclusive Agency** is more than a mere name. It is a valuable asset to any progressive store. For it carries with it the right to the exclusive sale, in the locality allotted, of the famously high-grade, complete A B C line of power and electric washers and electric ironers.

We intend to allot a limited number more of these valuable franchises in the very near future to dealers who wish to link up their business with a line that attracts the best patronage.

Applications should be made at once!

The A B C line covers the whole field of price demand with models that are of highest quality. Starting with the A B C "Alco" dolly-type washers, single and twin tub, power or electric, the line includes galvanized and copper tub, maple or zinc cylinder models in semi-cabinet A B C Super Electric Washers, as well as the full cabinet model above shown. Also there are the A B C Electric Ironers, supplied either with independent motors or with attachments to enable any A B C electric washer to operate them.

In all, there are ten different models. Continent-wide distribution and quick service back up the dealer who is so fortunate as to secure one of these A B C exclusive agencies. Sincere co-operation in advertising and selling is also given by distributors and by the factory. The proposition is well worth entertaining, without delay, if you desire to build for the future as well as for the present on a line of washers and ironers that will mean satisfied customers and excellent profits.

Write at once for full particulars concerning these valuable A B C agencies that are soon to be added.

A B C *Electric Laundress*

WASHES WRINGS IRONS

Canadian Representative:
C. D. HENDERSON, BOX No. 123, Brantford, Ont.
WHOLESALE DISTRIBUTORS:

Maritime Provinces:
BLACKADAR & STEVENS,
Roy Building, Halifax, N.S.,
Ontario:
MASCO CO., LTD.,
78 Richmond St., Toronto.

Alberta:
CUNNINGHAM ELECTRIC CO.,
LTD., Calgary.
Quebec:
DAWSON & CO., LTD.,
148 McGill St., Montreal.

Saskatchewan:
SUN ELECTRICAL SUPPLY,
LTD., Regina.
British Columbia:
RANKIN & CHERRELL.
Vancouver.

CHRISTMAS 1921

With the coming of another Christmas we send you our Heartiest Greetings and Best Wishes for the New Year.

NEW YEAR 1922

H. S. HOWLAND, SONS & CO.
LIMITED
TORONTO

If interested tear out this page and place with letters to be answered.

UNIVERSAL

Prepare for Early and Late Buyers of

Universal Useful Gifts

EVEN last minute buyers of Christmas gifts believe it is never too late to spend. Many who rush to stores on Christmas eve will be all out of breath and nearly out of money. Those who buy in feverish haste after "Universal" goods are sold out are apt to select gifts that are as inappropriate as a coffin at a wooden wedding.

Universal Bread Maker
Three Sizes

Universal Roundheel
Electric Iron No.
E9091

TAKE the tip and have enough "Universal" stock for the early comers and late rushers. This year the gift buyer's slogan will be—"Practical things for sensible people who live useful lives." There will be less money in selling useless gimcracks than there is gold in goldfish. Sell what your trade wants and you won't want for trade.

Universal Aluminum
Percolator No. 476

"UNIVERSAL" Electric Appliances, Vacuum Bottles, Casseroles, and Cutlery fit human needs like the skin on an apple. At no time in the history of "Universal" products have so many opportunities been presented to make profitable sales. If you think business has been too dull for too long, experience a change for the better. It will come quickly by stocking and pushing "Universal" Useful Gifts.

Universal Snap Switch
Grill No. E9894

Universal Casserole
No. 76207

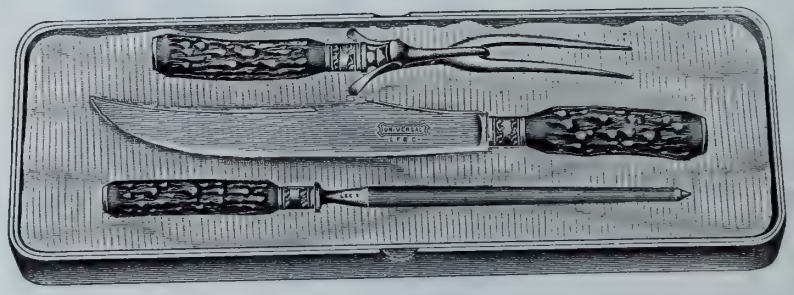
Write for Advertising and Sales Helps.

LANDERS, FRARY & CLARK

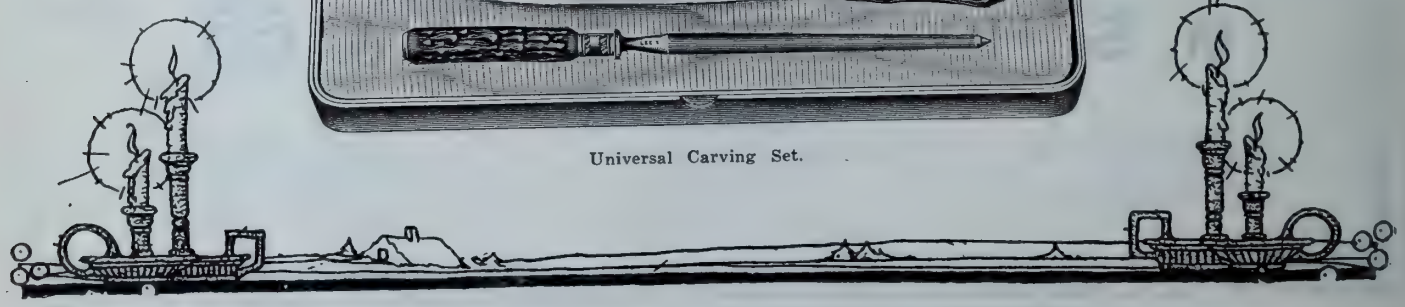
New Britain, Conn.

Universal Electric
Reversible Toaster
No. E947

Universal Lunch Kit
No. 310

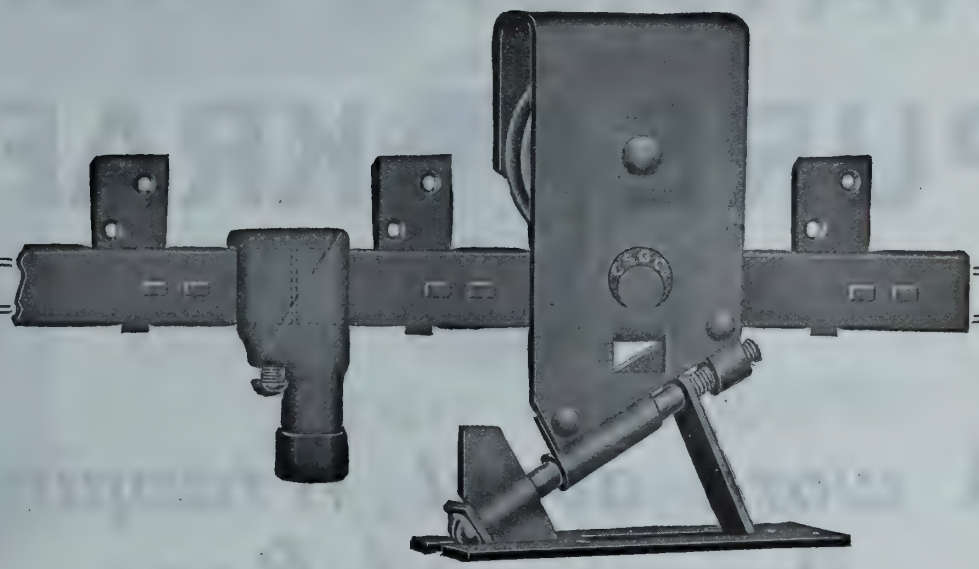


Universal Carving Set.



If interested tear out this page and place with letters to be answered.

THE "SUPERIOR" Parlor Door Hanger



All That the Name Implies—"Superior"

This noiseless parlor door hanger has the simplest adjustment principle known. The adjustment screw is fully dependable and reliable—it always works.

This effective hanger is fitted with fibre wheels operating on case-hardened roller bearings. The bumpers are specially manufactured, they are bound with rubber of extra heavy thickness.

They are packed complete with screw, stops, and guides; 14 feet of track with double sets; 8 feet of track with single sets.

Canada Steel Goods Co.

Limited

Hamilton - Canada

If interested tear out this page and place with letters to be answered.

WAYAGAMACK PURE KRAFT

A word about Wrapping Papers and Bags

According to Shakespeare

"The Apparel oft proclaims the Man"

It is equally true that the appearance of a parcel often indicates the standing of a merchant. An inferior quality of paper or paper bag creates a bad impression amongst customers, especially if the parcel should arrive at its destination in a damaged condition, which is so often the case where inferior grades of wrapping paper and bags are used.
The best is always the cheapest in the end. As a wrapping paper

Wayagamack Pure Kraft

is unrivalled. It is fifty per cent. stronger than other qualities of paper and bags of equal weight and consequently is cheaper. This can be easily proved through practical demonstration by the wholesaler from whom you obtain your supplies. There are, of course, imitations, therefore when ordering wrapping paper,, bags, envelopes, notion bags, etc., always insist on being supplied with

Wayagamack Pure Kraft

which means

Strength and Security

If interested tear out this page and place with letters to be answered.

Dependable and Effective

1914 Door Hangers and Track

This is a good line to sell as you can see from a careful examination of the illustration.

Your customers will be interested in the special hardened steel bearings, the enclosed carriage in its weather-proof track and the flexible joint that allows the door to swing.

The enclosed carriage assures freedom from ice and packed snow troubles. The weather-proof track, in the same way, assures a clean, unobstructed runway. It is easy to sell S-B Door Hangers because of their advantages. The 1914 Hangers are packed one pair in a carton, complete with bolts; 1915 Track and 1915 Brackets, and directions how to apply.

N. Slater Company, Limited

Hamilton, Ontario

Successors to

Slater & Barnard, Limited

Representatives:

N. J. Dinnen Winnipeg, Man.	A. T. Chambers Vancouver, B.C.	T. Mortimer & Co. Toronto	N. E. Bull Montreal, Que.

If interested tear out this page and place with letters to be answered.

I-XL CASE CARVERS I-XL

No. 3748 B

No. 5400

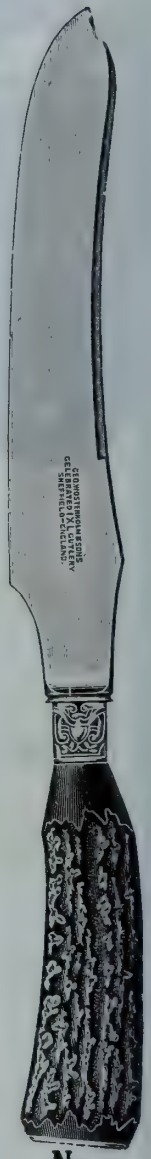
Geo. Wostenholm & Son, Ltd.

SHEFFIELD - ENGLAND

have made substantial shipments of case carvers throughout Canada to all the leading jobbing houses, and would urge the retailer to now take advantage of this stock to cover their holiday requirements.

Our patterns are distinctive and quality is our password; every knife must pass through a most rigid inspection before leaving our factory. The cases are of the best to be had in Sheffield and our wide range of patterns make the I-XL line a most desirable display.

I-XL GUARANTEED CUTLERY I-XL



No. 3737

3766

A. MACFARLANE & CO., Ltd.

MONTREAL, QUE.

If interested tear out this page and place with letters to be answered.

Westinghouse

Washing Machine Motors

A Good Motor Betters The Best Machine

There isn't room to say anything more except that we have designed a motor that is particularly and definitely adapted to run appliances used by women.

The main object in the manufacture of this motor has been to make it *trouble-proof in every way*. It is so certain that this purpose has been achieved that it is really worth while for any woman to be sure she gets a Westinghouse Motor on any appliance she buys.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

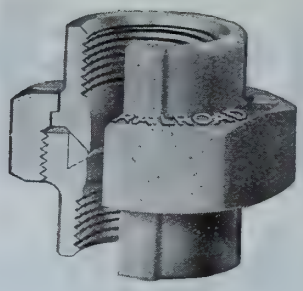
TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.
MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.
OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

Repair Shops:

MONTREAL, 113 Dagenais St.
WINNIPEG, 158 Portage Ave. E.
VANCOUVER, 1090 Mainland St.
TORONTO, 366 Adelaide St. W.
CALGARY, 316 3rd Ave. E.

CANADIAN WESTINGHOUSE

If interested tear out this page and place with letters to be answered.



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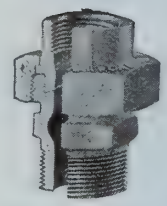


No. 517 Reducing Pump Stud Union.

No. 519½. Male and Female Union.

CRANE

RAILROAD UNIONS AND FITTINGS

No. 594 Tee with Female Union.

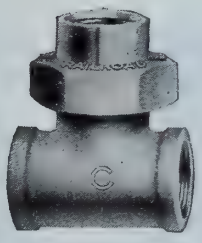
No. 595 Tee Reducing or Outlet

No. 596 Tee with Male Union.

Are Absolutely Leak-Proof, and Eliminate Unnecessary Joints.

THEY REQUIRE NO GASKETS AND MAY BE TAKEN APART EASILY.

No. 592 Elbow with Male Union



No. 598 Tee Union on Outlet.

Manufacturers of Valves, Fittings and Piping Equipment and Distributors of Pipe Plumbing and Heating Supplies.

No. 590 Elbow with Female Union

Branches and Warehouses:
HALIFAX, OTTAWA, TORONTO, WINNIPEG, REGINA, CALGARY, HAMILTON, VANCOUVER, LONDON,

Sales Offices:
QUEBEC, SHERBROOKE, ST. JOHN, VICTORIA.

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK STREET
MONTREAL

CRANE-BENNETT
Limited
Head Office and Warehouse:
LONDON, ENGLAND.

Sales Offices:
MANCHESTER, BIRMINGHAM, LEEDS, GLASGOW.

31

If interested tear out this page and place with letters to be answered.

TACKS

TACKS FOR EVERYBODY

AUTO TRIMMERS
CARRIAGE TRIMMERS
BASKET MANUFACTURERS

HEADS

that will not break off

HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

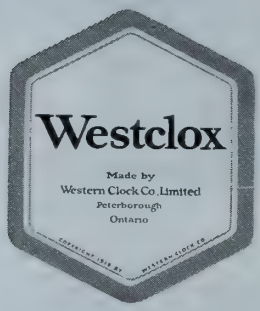
CARPET LAYERS
SHOE MANUFACTURERS
UPHOLSTERERS

POINTS

that meet the demand

MONTREAL

If interested tear out this page and place with letters to be answered.



Magazine windows and yours

EVERY Westclox magazine advertisement is in effect a big national show window of Westclox goods—and your goods.

It is building good will, the thing that sales are made of.

When you put Westclox in your own show window you complete the link in the chain between the great national magazine show window and your own cash register.

You remind folks that your store carries these goods.

Try it again this week and see how surely it works. Arrange a Westclox window and watch it pull in customers and dollars.

We are investing thousands of dollars in magazine show windows every month. Will you invest the price of your own window space, now and then, to make this advertising pay you bigger returns?

Western Clock Co., Limited, makers of Westclox
Peterborough, Canada

If interested tear out this page and place with letters to be answered.

"A TOUGH old customer is the goose and I know I've got to hit him *hard* and hit him *frequent* or he's going to get away. That's why I always order my shells direct from the chart of Du Pont Standard Loads because I know the load wouldn't be on the chart unless it was *right*."

STANDARD DU PONT 12 GAUGE LOADS

	DU PONT SMOKELESS Drams	OUNCES Shot	SIZE Shot
Large Ducks	3¼ or 3½	1⅛ or 1¼	4-5 or 6
Small and Medium Ducks	3 3¼	1⅛ 1⅛ or 1¼	5-6 or 7½ 5-6 or 7½
Grouse, Partridge, Prairie Chicken	3 or 3¼	1⅛	6 or 7½
Pheasants	3	1⅛	5-6 or 7½
Geese	3¼ or 3½	1⅛	4-2 or BB
Wild Turkey	3¼ or 3½	1⅛	4 or 2
Squirrel, Rabbits	3	1⅛	6-7 or 7½
Doves, Pigeons	3 or 3¼	1⅛	6-7-7½ or 8
Quail	3 3¼	1 or 1⅛ 1⅛	7½ or 8 7½ or 8
Snipe, Woodcock	2¾ 3	1 1⅛	8 or 10 8 or 10
Shore Birds	2¾ 3	1 1⅛	8 or 10 8 or 10
Sora Rail	2¾ 3	1 1⅛	8 or 10 8 or 10
Trap Loads	3 or 3⅛	1⅛ or 1¼	7½

STANDARD GOOSE LOADS:

Powders: Dupont, 3¼ or 3½ drs.

Shot: Ounces—1⅛
Size—2, 4 or BB

Give me *that* load for Geese

THE shooter has confidence in Du Pont Standard Loads. He knows that when he picks a goose load from the above chart, he is buying the best combination of powder and shot that the country's expert sportsmen could determine.

And the same holds true with each load in the list. It is exactly right for the type of bird and small game shooting for which it is specified.

Moreover, by condensing the thousands of former loads into this small table of standard loads through eliminating all unnecessary combinations, you can now meet the demand of every shooter with a smaller and less expensive stock. With a stock of Du Pont Standard Loads there are no "dead ones"—just a few fast selling loads for each type of shooting. The result is larger and quicker turnover and increased profits.

If you haven't received a counter display and a steel-bound card (for use by your clerks) both of which feature the list of Du Pont Standard Loads, write us today. They will be sent free of charge.

E. I. du Pont de Nemours & Co., Inc.
Sporting Powder Division
WILMINGTON, DELAWARE

DU PONT
SMOKELESS SHOTGUN POWDERS

FACE THE FACTS

New business methods are required to meet new business conditions

Old methods invite failure

This merchant is trying to meet present-day conditions with an out-of-date store system.

(1) He can't get the records he needs.

(2) He guesses about the amount of outstanding accounts.

(3) His customers get slow service.

(4) He gives no receipt to his customers.

(5) There is no incentive for his clerks to do better work.

(6) He hasn't been able to reduce expenses.

He complains about conditions.
He is discouraged. He fears failure.

WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $100 IN CANADA

NATIONAL

CASH REGISTER COMPANY - TORONTO ONT.

If interested tear out this page and place with letters to be answered.

FACE THE FACTS

New model National Cash Registers help merchants meet new conditions

New methods insure success

This merchant has installed a new model National Cash Register especially designed to help merchants meet new conditions.

(1) It gives facts necessary for managing his business.
(2) It provides an easy way to keep tax records.
(3) It gives quick, accurate service to customers.
(4) It prints a receipt for each customer.
(5) It helps clerks sell more goods.
(6) It reduces overhead.

He has made conditions in his store right.
He is meeting present-day conditions successfully.

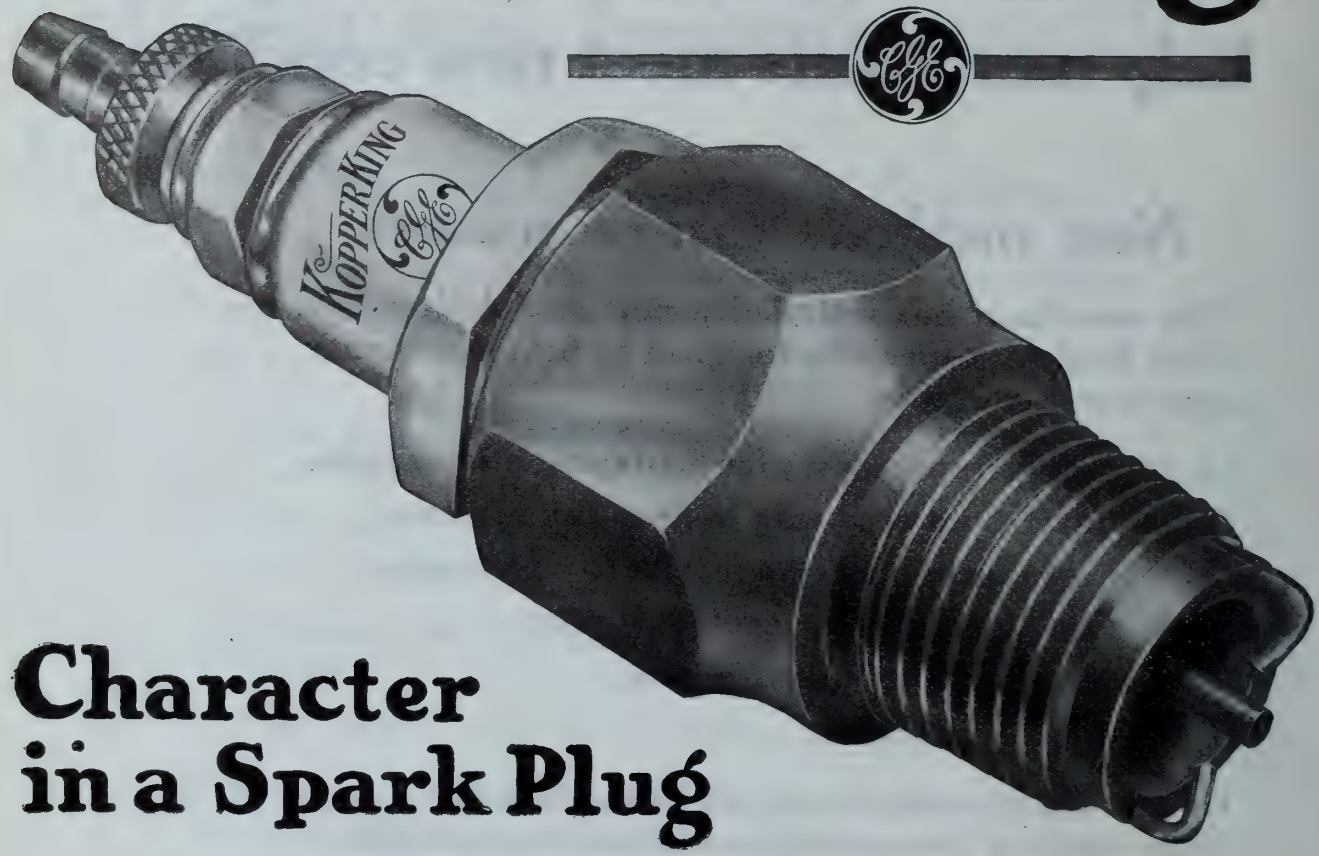
A National Cash Register is the only machine that issues a receipt, indicates, adds, prints, classifies, and distributes records *at the time of the sale,* all in one operation. No figure work. No delays. No mistakes. Just read the totals.

WE MAKE CASH REGISTERS FOR EVERY LINE OF BUSINESS. NOW PRICED AS LOW AS $100 IN CANADA

NATIONAL CASH REGISTER COMPANY - TORONTO ONT.

If interested tear out this page and place with letters to be answered.

Kopper King



Character in a Spark Plug

FIRING the gas vapor, driving down the piston-head hour after hour with an exploding sheet of flame, demands character—not mere metal and insulation—character expressed in design, in construction methods and workmanship.

The Kopper King is a prestige builder. Incidentally, it shows the Dealer a greater margin of profit than any competing plug. The Rust-proof Copper Surface prevents Carbon deposits; carbon will not adhere to copper under Electrical Heat. The Kopper King is without a peer among Spark Plugs. It is a quality plug from first to last.

"Tested for Service"

Canadian General Electric Co., Limited

HEAD OFFICE TORONTO

Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.

If interested tear out this page and place with letters to be answered.

Antique Gold Finish
Two lights. Shade of metal overlay and amber glass.
Height 22 inches

A Winner From The Word Go

Catalogue No. L. 2600

MODERATE in price, beautiful in design, this Miller Library Lamp is distinctive enough for a mansion, yet within the means of all.

For a quick mover, we can conscientiously recommend this lamp. The extremely reasonable price coupled with its charming appearance combine to make a real business-getter.

Portable Lamps make a very seasonable window display at this time of the year. Our district office you do business with, will be more than pleased to make suggestions and render every assistance.

Canadian General Electric Co., Limited

HEAD OFFICE TORONTO

Branch Offices: Halifax, Sydney, St. John, Montreal, Quebec, Sherbrooke, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Vancouver, Nelson and Victoria.

If interested tear out this page and place with letters to be answered.

The Economy of QUALITY.

Frost Fence for Economy

The Frost Hold-Tight Lock

Grips like a vise.

Farmers to-day want economy and it is economy to pull up weed breeding snake fences.

By "economy" we mean the true economy of quality —the worth while saving of expense, due to many years of extra service your farmer customers enjoy from the superior quality of Frost Fence.

We do **NOT** mean the kind of "economy" due to cheap wire, so poorly drawn as to be brittle, so thinly galvanized it peels and lets rust ruin a fence. That is not economy at all—even if the price be lower for that kind of fence.

Every rod of Frost Fence is made, in our own plant, of extra heavy galvanized No. 9 wire in both laterals and uprights. It has the proper temper, pliancy and powerful strength. The wave takes care of every weather change, compensating like a spring to contraction or expansion. Frost Fence keeps taut and tidy in all weathers years after other fences have sagged or broken down. That is **real economy!**—and that is what your customers are looking for—and Frost Fence costs no more than others!

If you want to meet the farmers' desire for **real** economy—**handle** Frost Fence. Big fence business coming in 1922. Let us tell you all the particulars. Write to-day.

Frost Steel and Wire Company, Limited,

Hamilton - Canada

Galvanized and Bright Wire—Hay Wire and Bale Ties—Woven Wire—Farm, Factory and Ornamental Fences—Galvanized Gates—Manufacturers' Wire Supplies.

If interested tear out this page and place with letters to be answered.

Yuletide Greetings
We wish you a good, cheery, old-fashioned Christmas—"the kind that your grandfather knew"—and a New Year filled with success and good fortune.
The Dominion Linseed Oil Co., Limited
BADEN, TORONTO, MONTREAL, WINNIPEG.

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Wishing a
Merry Christmas
and a
Happy New Year
to the
Hardware Trade of Canada

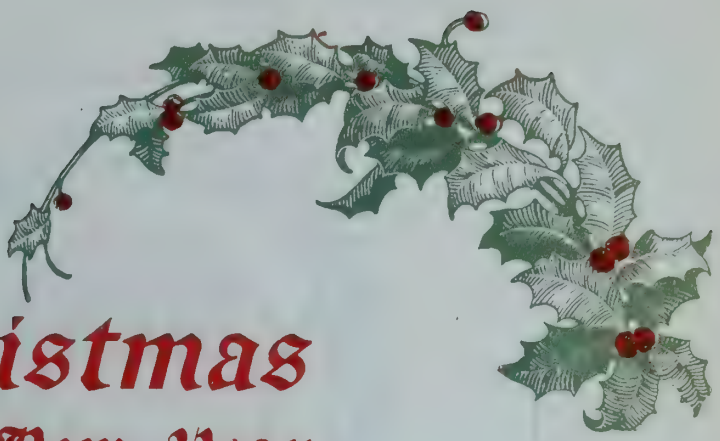
JAMES SMART PLANT,
BROCKVILLE, CANADA

Best Wishes for
A MERRY CHRISTMAS
and
A HAPPY NEW YEAR

May 1922 usher in a year of prosperity, new business and good health for you, Hardwaremen and Tinsmiths of Canada.

We thank you for your esteemed patronage and hope for its continuance in the New Year.

The Brown Boggs Co., Ltd.
Hamilton, Canada



A Merry Christmas
And A Happy New Year

May the whole Canadian hardware trade enjoy the best of cheery, old-fashioned Christmas joy. May the cordial relations, that we have enjoyed with many friends in the trade during 1921, continue happily in 1922.

We assure you that we shall make every effort to continue those pleasant relations by giving the best possible service in the coming New Year.

The Hobbs Hardware Co.
Limited

London, Canada

A Merry Christmas, A New Year Filled With Prosperity

and more than that. May health and happiness be a part of your wealth during the coming year. This is our sincere wish to every one connected in any way with the Hardware and Plumbing trade of Canada.

THE JAMES MORRISON BRASS MANUFACTURING CO., LIMITED

93-97 Adelaide Street West **Toronto, Ontario**

Christmas

1921

THE Season of Joy and Festivity is upon us again and with its return we are reminded of many favors received during the past twelve months.

We enter the New Year with a keen appreciation of our business privileges and duties and we ask you to accept our Hearty Greetings and Best Wishes for Health and Prosperity in the future.

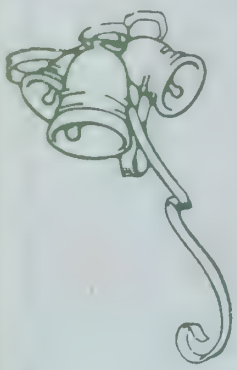
1922

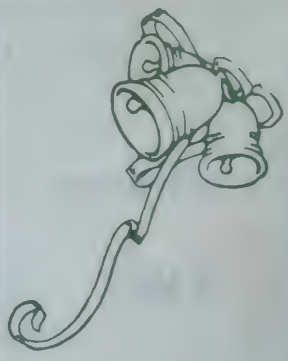
New Year

The Thos. Davidson Mfg. Co. Limited

Head Office: **Montreal**

Branches: Toronto Winnipeg Calgary Vancouver





A Merry Christmas

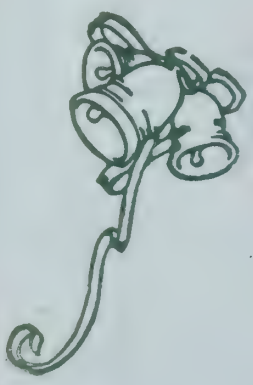
To every Canadian hardware merchant, his salesmen and other employees, we extend a sincere and heartfelt greeting and best wishes for a Christmas full of happiness.

For the New Year, we wish that you each may meet with success, with good fortune, and a specially prosperous year in 1922.

Will B. Lane Unique Tool Co.

Manufacturers Lane's Unique Tools

170 W. Randolph St., Chicago, Ill.



1870-1921

Fifty years of busines-s building confirms our saying:

"Business is just as poor as you make it," and "Business is just as good as the *Vim, Pep, Push* of yourself and your staff like to make it."

1922 will be your *Big Year* if you *Say So.*

GO OUT after business and GET IT.

We hope you will

and wish you and yours a

Happy Christmas and Good New Year

Sincerely—

Walter Woods

Limited

Hamilton and Winnipeg

Greetings

We look back with pleasure on the pleasant relations in business during 1921 and the new friends we have made. We hope that our organization will always be worthy of the faith and trade of the Canadian hardwaremen.

We Wish You All

A Merry Christmas and a Happy, Prosperous New Year

The

MANITOBA STEEL & IRON

COMPANY, LIMITED

Winnipeg - - Manitoba

Greetings!

The heartiest wishes of the season to our good friends of the Canadian hardware trade.

Canada is emerging from a serious reconstruction period. We have all awakened from the dreams —good or bad—of the war period. We are now faced with the stern realities of every day tasks and normal conditions of business.

It is our hope and wish that 1922 may bring a return of good times to the Dominion and its people.

Good luck, good fortune and good business for you all in the New Year!

Butterfield & Co., Div.

Union Twist Drill Co.

Rock Island, Quebec, Canada

To All The Trade We Extend The Heartiest Greetings

Our message is short: May you all have an incomparably bright and happy Christmas; may 1922 bring you a wealth of good times and good business.

The Burrow, Stewart & Milne Co., Limited

HAMILTON, ONTARIO, CANADA

Branches: Toronto Winnipeg Montreal

MAY the enjoyable happiness and good cheer of this delightful season be yours. A Merry Christmas and a Prosperous New Year.

R. C. JAMIESON & CO., LIMITED

Established 1858

Manufacturers of Fine Varnishes, Paints and Colors

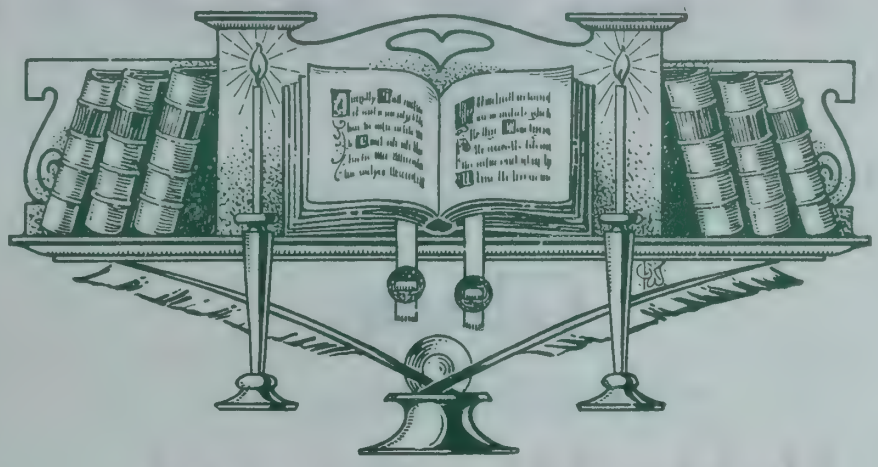
OWNING AND OPERATING P. D. DODDS & CO., LIMITED

Calgary MONTREAL Vancouver

B·S
TRADE MARK

We welcome this opportunity which permits us to show our appreciation of the trust and confidence displayed during the year in Brown & Sharpe Tools—and we extend our sincere wishes that this may be a Merry Christmas and that the coming year will be a happy and successful one for you and your customers.

BROWN & SHARPE MFG. CO
PROVIDENCE, R. I.
U. S. A.

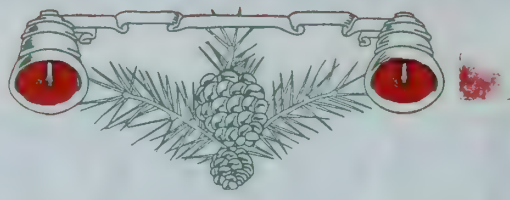


With the turning *of* the 1921 leaf

We ask you to accept our thanks for your loyal support during the past year and extend to you our sincerest best wishes for your health and prosperity for the days to come.

Benjamin Moore & Co.
Limited
TORONTO WINNIPEG

A Christmas Greeting



All across this great Dominion from ocean to ocean we would send ringing—our best wishes for a Christmas of happiness to all, and a New Year filled to overflowing with the things that help most to gladden the hearts of Canada's hardware trade.

Glass

For
Building Purposes

Hobbs Mfg. Co., Ltd.

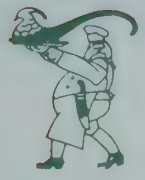
Montreal
Toronto
London
Winnipeg

WE WISH
A MERRY CHRISTMAS
AND
A PROSPEROUS NEW YEAR
TO ALL

THE BRAINERD MFG. CO.

EAST ROCHESTER, N.Y., U.S.A.

RAMSAY'S



Wish Friends
and Customers a

Merry Christmas

And a

Happy and Prosperous

New Year

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 79 Years

MONTREAL

TORONTO WINNIPEG VANCOUVER

Edmonton District:
Revillon Wholesale Limited
Edmonton

Nova Scotia:
James Simmonds, Limited
Halifax, N.S.

Calgary District:
The McDonald-Baker Co.
818 8th Ave. W., Calgary

A Merry Christmas and A Happy New Year

To the many advertisers with whom it has been our pleasure to co-operate during the year now drawing to a close.

May your Christmas be filled with real happiness and the New Year fulfill your every wish.

From the Advertising Staff of Hardware & Metal

It's a Merry Christmas

for the Dealers who have built up Confidence, Satisfaction and a Steady Trade among motorists by selling

"Gutta Percha" (Cord) Tires (Fabric)

A purchaser of these tires, after a season's experience, will have a sentiment of gratitude toward the dealer who gave him such a satisfactory deal.

"Quality all through"

Gutta Percha & Rubber Ltd.

Head Offices and Factory, Toronto

Branches in all Leading Cities of Canada

National ELECTRIC

As Frosts of Winter Chill the Air

and the grandfather clock chimes merrily to the dawn of another year we extend to you our warm appreciation of your patronage in the year gone by.

It is our wish to work with our dealer customers for the betterment of the trade in general.

We thank you and sincerely wish one and all the season's best wishes—Health and Prosperity.

The National Electric Heating Co., Ltd.

Toronto Ont.

A Merry Xmas

To the "family" of Birkett merchants, here, there and everywhere. We wish to extend our thanks and appreciation for the cordial relations of 1921.

May 1922 prove a pleasant journey, for you. We hope that its path may lead by pleasant hillsides and through happy valleys with prosperity and fulfilled desires for all.

Thos. Birkett & Son Co.
Limited

Shelf and Heavy Wholesale Hardware,
Ottawa, Canada

ONCE MORE

WE TAKE PLEASURE IN EXTENDING TO ALL USERS OF

ALUMINIUM

HEARTIEST CHRISTMAS GREETINGS AND WISHES FOR RENEWED PROSPERITY IN THE NEW YEAR.

THE BRITISH ALUMINIUM COMPANY, LIMITED
263-267 Adelaide Street West
TORONTO

Eastern Agents:
SPIELMAN AGENCIES, MONTREAL

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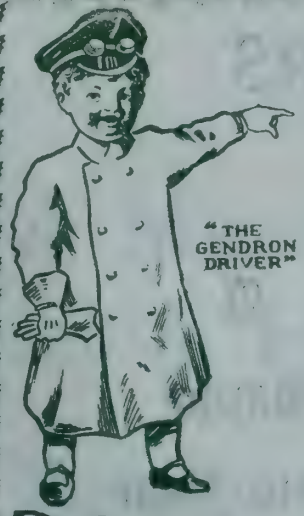


To The Trade

On behalf of the Directors, Officers and Employees of my Company, I have much pleasure at this festive Season, when men are so kindly disposed towards one another, of extending to you our warmest greetings for the most Merry and Pleasant Xmas and Prosperous New Year.

I also wish to thank you for the good favors which we have received from your hands during the year that is just closing in. These favors we assure you have always been appreciated by our best efforts in your behalf.

May the year 1922 be one of Peace, Happiness and Prosperity to you and yours and wishing you all the joys of this Holiday Season once more, I remain,

THE GENDRON DRIVER.

The Gendron Manufacturing Co., Limited

TORONTO - ONTARIO

MAKERS OF CHILDREN'S VEHICLES, REED AND RATTAN FURNITURE

"A Canadian Concern to which Wise Buyers Turn"

GREETINGS

To all our friends we extend our best wishes for a Very Merry Christmas and a Season of Happiness and Prosperity during 1922.

HOYT METAL COMPANY

Eastern Ave. and Lewis St.
TORONTO, ONTARIO

If interested tear out this page and place with letters to be answered.

MAYBILT RADIATORS

Wishes

A Merry Christmas

A Happy New Year

Frost Proof and Better Cooling Guaranteed

DISTRIBUTORS

Auto Radiator Service, Edmonton, Alta.
Daniels Radiator Company, Calgary, Alta.
Medicine Hat Battery Service Co., Medicine Hat, Alta.
Halls Repair Shop, Regina Sask.
Halls Repair Shop, 123 22nd St., Saskatoon, Sask.
J. B. Lanaway, Moose Jaw, Sask.

MAYBILT RADIATORS LIMITED

54 Sherbrook St. Winnipeg

A Merry Christmas

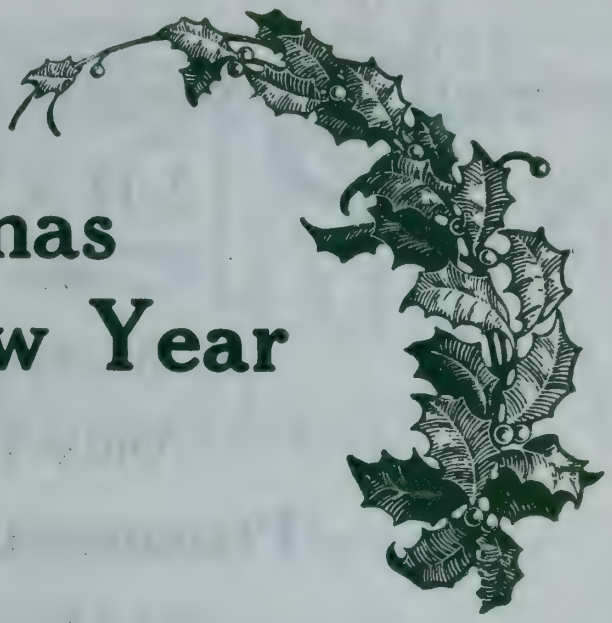
Best wishes to you all for a very Merry Christmas and a Happy and Prosperous New Year, filled with success and triumphant victories in business.

Shurly-Dietrich Co., Limited

GALT CANADA

Branch : VANCOUVER

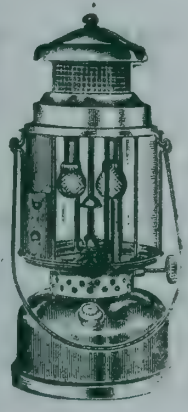
Agencies Throughout the World



A Merry Christmas and A Happy New Year

To the Canadian hardware trade who have so loyally co-operated in the distribution and sale of our products this past year.

We wish you all the compliments of the season — a bounteous and merry Christmas day and a profitable, fortunate New Year.



The Coleman Lamp Company Limited

Largest Manufacturers of Gasoline Lamps, Lanterns and Lighting Plants in the World

Queen Street East and Davies Ave. - Toronto, Ont.

If interested tear out this page and place with letters to be answered.

J. H. CONNOR & SON, Ltd.

WISH THE TRADE

A Merry Christmas

And a Very Happy,

Prosperous New Year

OTTAWA, ONTARIO

Western Office:
311 Chambers St., Winnipeg; Man.

British Columbia:
McPherson, Teetzel Co., Vancouver, B.C.

IF YOUR MESSAGE TO THE TRADE

is advertised in Hardware and Metal it goes by paid subscription to every wholesale hardware buyer in Canada and over 90% of the retailers. An examination of hardware-store displays, or inquiries in the stores, will convince you that these men invariably prefer to buy goods made familiar in the advertising pages of Canada's only weekly hardware trade paper.

HARDWARE and METAL

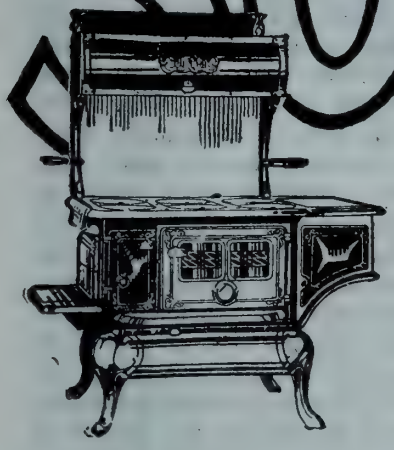
"Canada's National Hardware Weekly"

143-153 University Avenue - Toronto, Canada

Montreal Branch, Southam Bldg. Winnipeg Branch, Union Trust Bldg.

Published every Saturday since 1888 The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

SOUVENIR



STOVES & RANGES

Famous for Good Baking

Your Mother's Mother used a Souvenir

NEW IDEA

AND

SOUVENIR

Pipe and Pipeless Furnaces

The Best Heating Plants Made.

May This Xmas Find You With Many of the Good Things of Life and the Health and Spirit to Enjoy Them.

THE HAMILTON STOVE & HEATER CO.

Successors to Limited

Gurney, Tilden Co., Ltd. **Hamilton, Ont.**

75 Years Successful Manufacturing.

If interested tear out this page and place with letters to be answered.

Canada's Problems Reviewed by Officials of Bank of Montreal

The addresses of the President and General Manager of the Bank of Montreal, at the annual meeting of shareholders of that institution, were the authoritative pronouncements of men of international standing in matters of finance, and as such they will undoubtedly be followed with much interest both in this country and abroad. Every year the addresses at this annual meeting are looked forward to with keen anticipation by merchants and manufacturers because of the comprehensive analysis that they provide of financial conditions in Canada, and because they afford guidance in the general business policy to be followed during the coming year.

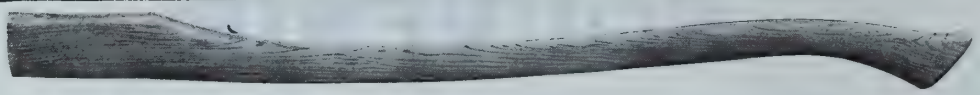
Must Deal With Railway Situation

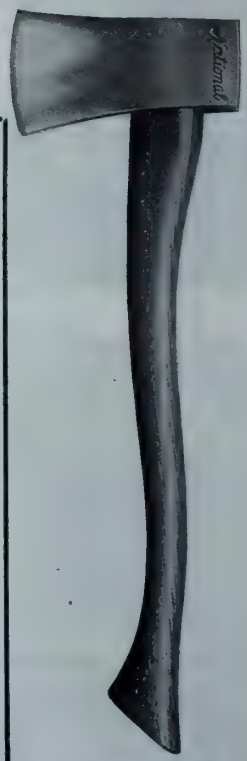
In the view of Sir Vincent Meredith, the way to sustained improvement in trade is not yet clear, but that improvement will be hastened when labor realizes that war inflated wages cannot continue, and that more efficiency and greater production are absolutely necessary in order to bring prices down to a level that will stimulate consumption and thus provide increased employment. His warning as to the evil effects of heavy taxation in stifling industry and enterprise is one that will be cordially endorsed by all thinking men, and one which those who direct our public affairs surely will not dare to ignore. And Sir Vincent merits public thanks for the courageous way in which he dealt with the railway problem; in particular for his uncompromising declaration that no marked improvement can be expected in the present burdensome conditions so long as the roads continue under public—which, as he said means political—ownership and operation. Both Great Britain and the United States have realized the financial chaos inseparable from such ownership and operation, and have adopted the only remedy. Let us hope that Canada will profit by their example before the country is plunged still deeper into debt.

Retail Forces Out of Line

Sir Frederick Williams-Taylor undoubtedly placed his finger on one of the weak spots in our present trade condition when he said that while on the one hand the purchasing power of the products of our natural resources was at the lowest level reached for several years past, in other directions we still had high prices, and retail prices were conspicuously out of line. It is on the purchasing power of the products of our natural resources that we must place our main dependence for a revival in trade, and it is obvious that there can be no sustained improvement until the prices of other commodities are commensurate with that purchasing power.

Summed up, the most obvious needs of Canada at the present time, in the opinion of these two eminent financiers, are drastic economy in the conduct of public affairs, a solution of the railway problem on the basis of private as against political ownership and operation, a vigorous immigration policy for the peopling of our waste spaces by diverting to Canada the stream of immigrants that formerly flowed elsewhere, and deflation in the cost of labor.





NATIONAL

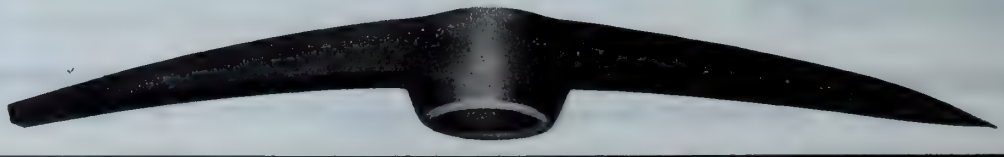
Guaranteed Axes and Tools

We make our own steel in our own vast plant covering 40 acres of ground! During the war we had one of the most extensive, best equipped and successfully operated munition plants in Canada.
We have devoted a year to perfecting the adaption of this plant to the making of the best Canadian axes and tools. We are now ready to sell these.
Few, if any, axe and tool manufacturers in Canada have our expert tool-making facilities, tempering processes and tests, inspection or shipping facilities. Our special metallurgists and chemists, and our specially constructed forging, temper ing and annealing furnaces, and chemical vats, assure you properly tempered tools. Making our own steel relieves us of the many handicaps existing where material has to be obtained in open market.

Ask for Catalogue No. 6 and supplements.

The National Farming Machinery Limited

Montmagny, Quebec, Canada



The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. DECEMBER 17, 1921. No. 51

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JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.

H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.

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Dress Up For An *ELECTRICAL* Christmas

This is One

of our three window cards. Write for a set to-day if you haven't already got them.

THE attractive window is the only one that will win attention during this Christmas season. People will be out searching high and low for Christmas gift suggestions. They are going to give preference to sensible, practical gifts, too. Therefore, we suggest that you make bright Christmas Gift Displays of

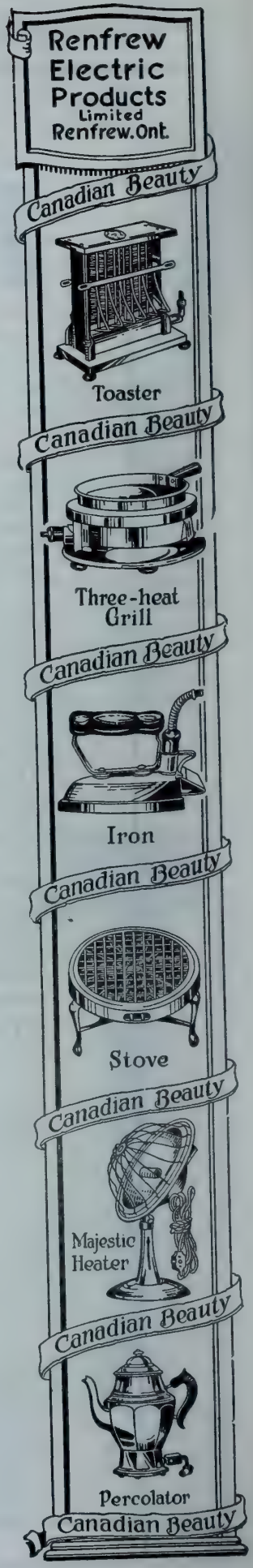
Canadian Beauty

Electrical Appliances

They certainly ARE practical and their undoubted quality shines right out in the beautifully resplendent finish of each article. The Canadian Beauty line of electric irons, toasters, grills, toaster stoves, Majestic heaters, percolators, etc., will make up displays that will grace your window and satisfy your most exacting customer. Write us for the three Canadian Beauty window cards in colors to help in your window dressing.

Renfrew Electric Products,
Limited
Renfrew, Ont., Canada

TORONTO OFFICE: 29 Richmond St., West.
WINNIPEG OFFICE: 803 Lindsay Bldg.



The New

Canadian Beauty Electrical Appliances

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII DECEMBER 17, 1921 No. 51

Last Minute Xmas Sorting Trade

Thought of Low Stocks at Inventory Period Means Bringing Stock of Christmas Wares to Minimum.—Danger of Missing Late Sales.—Sorting Order Carefully Made Out to Catch Christmas Eve Shoppers.

THE Christmas season is now well at hand. Yuletide greetings are conveying the spirit of goodwill. The atmosphere itself seems charged, everyone realizing the approach of our greatest annual holiday. Hardware stores are decked with garlands, wreaths, bunting and evergreen. Store windows show brilliant displays, offering suggestions for suitable gifts of electrical goods, household utensils, etc. People are now in the midst of their shopping tours, seeking gifts for other members of the household. Merchants have already reaped a certain amount of their harvest through earlier purchases, and from all appearances the Christmas season for 1921 will be productive of favorable results from a sales point of view. Gifts of a more useful character are in greater demand than in past years, and the hardware store is in a better position to give to their customers many lines, the purchase of which is "money well spent."

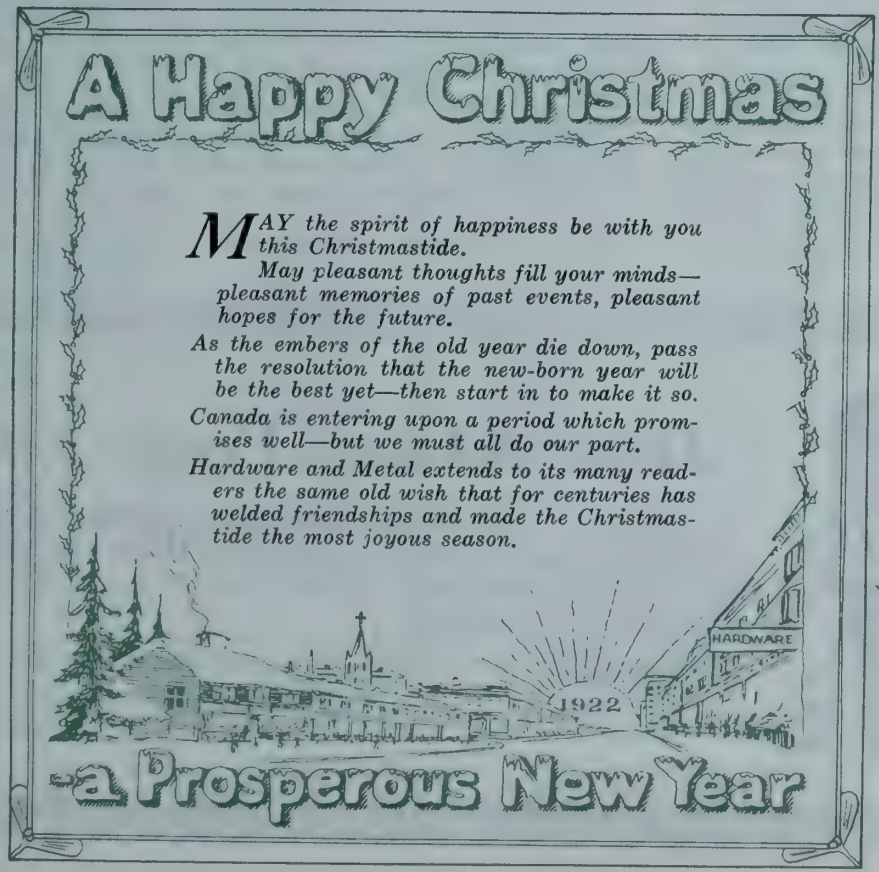
Stocks of holiday lines are comparatively lighter than in other years, buying having been carried out with caution. There are many articles that sell at Christmas time, while immediately after they may almost be termed "dead" stock. The call of the June bride marks the next period when these goods again become active, and this means the passing of some months before they will again commence to move. Dealers, too, have not forgotten that inventory figures in the opening weeks of January must be kept as low as possible, this thought also having been borne in mind at time of purchase. Many merchants state that their stock of holiday lines are from 25 to 50 per cent. lighter than they are in the habit of carrying for reasons stated above.

"We have every reason to believe that we will enjoy an active season," said a prominent hardware merchant to Hardware and Metal. "Enquiries from the shopping tours of the people, usual in the few weeks in advance of Christmas, are speeding up from day to day, and sales are being made in an encouraging number."

"We will benefit, too, by our lighter stocks this year. We are carrying only about 50 to 60 per cent. as much stock as we did in former years, and are depending on our jobbing house to supply us up until the more active period in the last week before Christmas."

This method can be adopted by those located close to the supply centres, but it is hardly applicable to merchants in the outlying districts. City stores may, by telephone, replenish their stocks from day to day, while those in neighboring towns

(Continued on page 48.)



Says Marking Act Advertises Imports

Representatives of U.S., British and European Manufacturers Says Marking Regulations Force Effective Advertising Measures Upon Foreign Manufacturers—Suggests No Imports Be Marked With Any Identification—Canadian Distributor's Name On Imports as Well as Maker's

AS THE time for the enforcement of the Marking Act draws nearer, the storm of protests forthcoming from various sources concerning the difficulties of complying with this legislation become more pronounced. An interesting opinion on the subject is that expressed in the following statement made to Hardware and Metal by the general manager of a prominent Toronto manufacturers' agency, which represents a number of United States, British and European manufacturers of hardware, cutlery, auto accessories, etc.:

"It is very hard to understand the motive, or imagine what the father of this regulation had in his mind when he advocated its adoption. To the ordinary business man it looks like insidious propaganda. The idea of penalizing foreign manufacturers who do not know enough to advertise their goods, in opposition to Canadian manufacturers in Canada, is something new to us all.

Effective Advertising

"The idea of marking goods showing the country of their origin was instituted in European countries years ago, and we Canadians were taught by bitter experience just how effectually this advertising worked. The Hun got his foothold in Canada through the 'Made in Germany' mark that was placed on every article made in that country.

"We were asked to spend our money, and much money has been spent, in advertising campaigns to boost the 'Made in Canada' mark, now the question arises who is responsible for the idea of forcing European and all foreign manufacturers to advertise their wares, and their origin, in competition with our own Canadian-made goods? Who is so anxious to have the foreign goods placed in our consumers' hands, branded in such a way that they will be able to go back to the dealer and ask for that particular brand of goods?

"The proper thing to do, from a Canadian standpoint, would be to penalize the Canadian manufacturer who failed to mark his products 'Made in Canada,' and to refuse to admit to this country any foreign products bearing the makers' name, or the name of the country of origin. Then let our highly protected Canadian manufacturers try honestly to make every article bearing the 'Made in Canada' mark worthy of the country of its origin.

Deprive Imports of Guarantee

"This would make Home-made goods the only goods offered in Canada that would be backed up by the guarantee, which is given by the name of a reputable manufacturer being stamped on them. Every other line of goods, from every other country, would thus be deprived of the guarantee of the maker's name, and the Canadian consumer who would otherwise buy foreign made goods in preference to those made in his own country, would not be able to gloat over the superiority of foreign-made goods. Take the 'Made in ——,' and the manufacturer's name off all foreign products, and throw them in a common heap and you will more effectually remove the sting, than by any other method.

"People will not buy goods which do not bear the name of the maker or a brand of some sort. They will say: 'Well, if the man who made it was afraid to put his name on it, I guess it is not up to much.'

"Some dealers cannot sell goods that are not highly advertised and, in some instance, only sell the things that are asked for. If all foreign goods are only allowed to enter this country when they bear no mark or name, and the consumer who buys them does not know where they come from, how are these goods ever to become known, or popular?

"There is no possible ground for argument when the statement is made that advertising familiarizes the public with a line of goods, then, what argument can be offered when I state, that if the advertising of foreign goods is prohibited, that will effectually kill the sale of them in Canada?

"Once put this regulation into effect and thereby legalize, in the eyes of the public, the sale of 'Made in Germany' marked goods, and see how long it will be before this market is flooded with German cutlery, which is already stored in many wholesalers' warehouses at the present moment.

Put Canadian Distributors' Name On

"If these regulations are aimed at the 'Hun', the idea is all wrong. Why blame the 'Hun' or anyone else, for selling his goods where he can find eager buyers? If there is any stigma, place it where it belongs by passing a law that any Canadian jobber, who markets German-made goods in Canada, must have the

(Continued on page 68)

How About Your Entry?

The Hardware and Metal **CHRISTMAS WINDOW CONTEST** for 1921 is now well under way. Many hardware merchants and retail salesmen are taking part for the honor of being a prize-winner or runner-up in the contest.

Read the details in this issue, then send along your entry.

DO IT NOW.

Aiding Rural And City Shoppers In Selecting Hardware For Xmas Gifts

A FOUR page "Store News" leaflet as used by Brockville Hardware Co., Brockville, Ont., was turned to good advantage in connection with the stimulating of Christmas trade this year. An illustration of the first page and one of the inside pages of this leaflet is shown herewith, indicating the general layout and showing how illustrations, descriptive matter, prices, etc., have been arranged to good advantage.

Going into the homes on a selected mailing list within a few days of Christmas when many people are in an undecided mood as to what to buy for gifts, this leaflet fills a need and has been found effective both for pulling in business directly and in supporting the local newspaper advertising, window displays and other effort put forth. This paper was mailed direct to the homes of two thousand farmers in the district. It is found that with limited time in which to look around for gifts the farmers appreciate such effort on the part of the hardware merchant to provide them with suggestions of suitable gifts.

Christmas Spirit

On the first page of the leaflet appear illustrations of pyrex ware, mops, cutlery, etc., all with prices plainly marked. A suitable editorial concerning Christmas on this page reads as follows:

"Christmas is the greatest time of all the year, because it is the time of good cheer, a time of peace and good will between each and everyone. Its wonderful influence keeps alive those finer and higher qualities of friendliness and good fellowship which are sometimes forgotten in the hustle and bustle of every day business and earning our daily bread.

"And without Christmas what would the year mean to the children—Christmas is the high light in their little lives—it brings delight, answers childish dreams, makes millions of children dance with glee every year and makes us all happier to see such cheering sights.

"This store has that Christmas spirit in full measure and holiday shoppers will find it a pleasant, cheerful, profitable place to purchase gifts."

On the other page as illustrated, appear illustrations of lamps and lanterns, irons, alarm clocks, skates, bread mixers, razors, coffee percolators, knives, oil heaters, etc. Another page is devoted to illustrations of suitable gifts of aluminum, etc. A note on this page says:

Suggestions for All

"Dear Friends,—At Christmas time most everyone is puzzled with the problem of deciding what gifts would be

Brockville Hardware

Store News

BROCKVILLE, ONTARIO, CHRISTMAS, 1921

"SHOP EARLY" has been much used but it's good advice.

THE HAPPIEST PEOPLE AT CHRISTMAS TIME are those who receive PRACTICAL GIFTS.

IN SETS OR SINGLE PIECES PYREX TRANSPARENT OVEN WARE

BLUE RIBBON SET

Four pieces, packed in white gift box $7.25

SILVER MOUNTED CASSEROLES

2-quart size, best silver plated mounting $8.00

ELEVEN PIECE GIFT SET

Packed in gift box $10.00

PIE PLATES

Small size ..... $1.25 each
Large size ..... $1.50 each

WIFE OR MOTHER WOULD APPRECIATE ANY OF THESE BEAUTIFUL

PYREX DISHES

BREAD PANS

Oblong, regular loaf ..... $1.50 each

Editorial

The Spirit of Christmas

O'CEDAR MOPS

Large size $1.75
Small size $1.25

One of these handy mops will make the house work easier.

SCISSOR SPECIAL

A good pair of Scissors, 7 inches long, nickel plated, every pair bears our money-back guarantee.

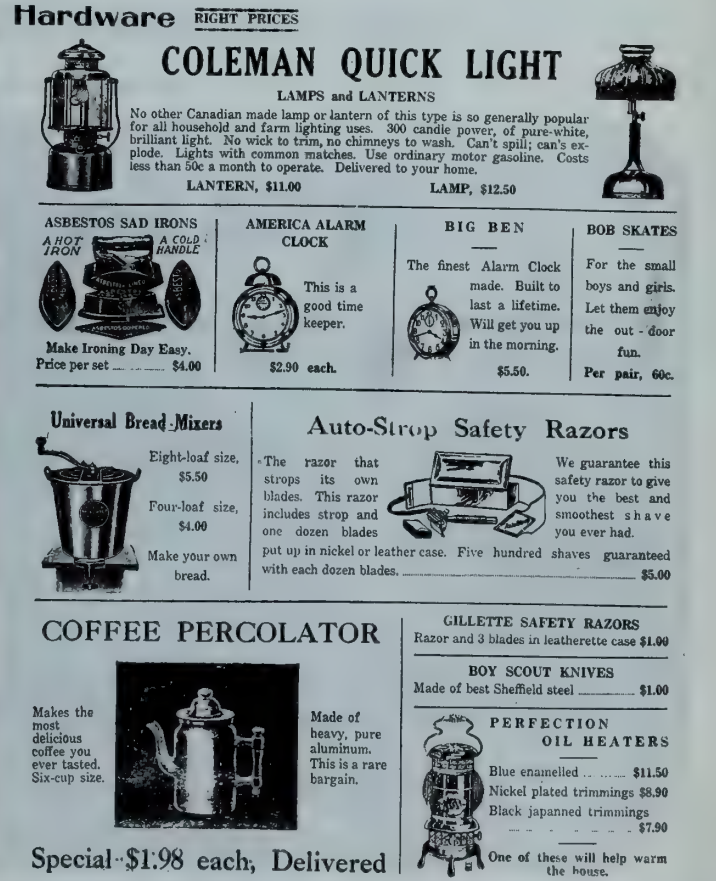
Special, 69c.

CASSEROLES

2 qt. round, deep $3.50
1 qt. round, deep $2.50
2 qt. oval, deep $3.50
1 qt. oval, deep $2.50

Brockville Hardware

GOODS SATISFACTORY OR MONEY REFUNDED — MAIL YOUR ORDER TO-DAY


Hardware RIGHT PRICES

COLEMAN QUICK LIGHT

LAMPS and LANTERNS

No other Canadian made lamp or lantern of this type is so generally popular for all household and farm lighting uses. 300 candle power, of pure-white, brilliant light. No wick to trim, no chimneys to wash. Can't spill; can's explode. Lights with common matches. Use ordinary motor gasoline. Costs less than 50c a month to operate. Delivered to your home.

LANTERN, $11.00 LAMP, $12.50

ASBESTOS SAD IRONS

A HOT IRON A COLD HANDLE

Make Ironing Day Easy.
Price per set $4.00

AMERICA ALARM CLOCK

This is a good time keeper.

$2.90 each.

BIG BEN

The finest Alarm Clock made. Built to last a lifetime. Will get you up in the morning.

$5.50.

BOB SKATES

For the small boys and girls. Let them enjoy the out-door fun.

Per pair, 60c.

Universal Bread Mixers

Eight-loaf size, $5.50

Four-loaf size, $4.00

Make your own bread.

Auto-Strop Safety Razors

The razor that strops its own blades. This razor includes strop and one dozen blades put up in nickel or leather case. Five hundred shaves guaranteed with each dozen blades. $5.00

We guarantee this safety razor to give you the best and smoothest shave you ever had.

COFFEE PERCOLATOR

Makes the most delicious coffee you ever tasted. Six-cup size.

Made of heavy, pure aluminum. This is a rare bargain.

Special $1.98 each, Delivered

GILLETTE SAFETY RAZORS

Razor and 3 blades in leatherette case $1.00

BOY SCOUT KNIVES

Made of best Sheffield steel $1.00

PERFECTION OIL HEATERS

Blue enamelled $11.50
Nickel plated trimmings $8.90
Black japanned trimmings $7.90

One of these will help warm the house.

Two pages of the four page leaflet issued by Brockville Hardware Co., Brockville, Ont., and mailed to a selected list of 2000 farmer prospects in the district. Note the generous use made of illustrations, the prominence given prices and the brief but adequate descriptions. This publicity used in connection with the other advertising and window displays was very effective.

best and most suitable to give to Father, to Mother, to Sister and Brother, to little folks and others that are usually remembered at Christmas. The gifts we have listed here are of a very high standard and anything you buy that does not suit may be returned and your money will be refunded without question. Hoping this will be the Merriest Christmas you have ever had, Brockville Hardware."

The fourth page of the leaflet deals with silverware giving full description of various lines of cutlery. Under the heading "Dandy Sleds for Christmas" a number of sleighs of varying sizes are listed, and prices prominently shown.

Throughout the advertising and other effort put forth by this firm in connection with seasonable trade, the Christmas spirit has been much in evidence, and to this is credited much of the volume of business which is being enjoyed. Shoppers of Christmas gifts like to buy where the Christmas spirit prevails.

The leaflet which has been described measured approximately 8" x 11" for each of the four pages, type size. An addressed envelope was enclosed with each one sent out, for the convenience of readers who might desire to order direct or ask for certain articles to be held pending a visit to the city.

WATCH FOR THE NEXT ISSUE

In the December 24 (next) issue of Hardware and Metal there will be a very helpful article dealing with the forthcoming inventory, showing forms which have been established after an extensive survey of various stocktaking methods adopted by hardware merchants in Canada and the United States.

The application of the ideas outlined in this article can be made by most hardware merchants to good advantage and so relieve much of the distastefulness which is associated with this annual undertaking, in addition to providing information of great value for planning 1922 business. Do not overlook this article.

U. S. IMPORTS OF IRON AND STEEL FROM CANADA

United States imports of iron and steel from Canada in October were as follows:—Scrap iron 7,827 tons; rails 1,126 tons; pig iron 106 tons, together with small shipments of various other products except tin plates and wire rods. Scrap iron receipts for the ten month period of 1920 and 1921 amounted to 130,871 and 36,773 tons respectively of which Canada supplied the greater part.

LAST MINUTE XMAS SORTING

(Continued from Page 45)

canot rely on this daily delivery. However, it does apply in a way to all dealers up until the closing days before Christmas, as rush mail orders generally cover the situation.

The most active period in the Christmas trade is the last two days, and particularly the last with its Christmas Eve. People may have decided on their purchases, but wait until Christmas Eve before taking them home. It is almost necessary to sort up very carefully at this stage of the shopping season, to eliminate the danger of missing these late sales. The merchant therefore is confronted with the problem of supplying the last minute demand without being forced to carry over the goods not sold, and the only way out of the difficulty seems to be a sorting order, carefully made out, and forwarded to wholesaler in the closing days. Merchants will have had time to study the trend of the demand, what lines are selling this year, and the order can be made out accordingly.

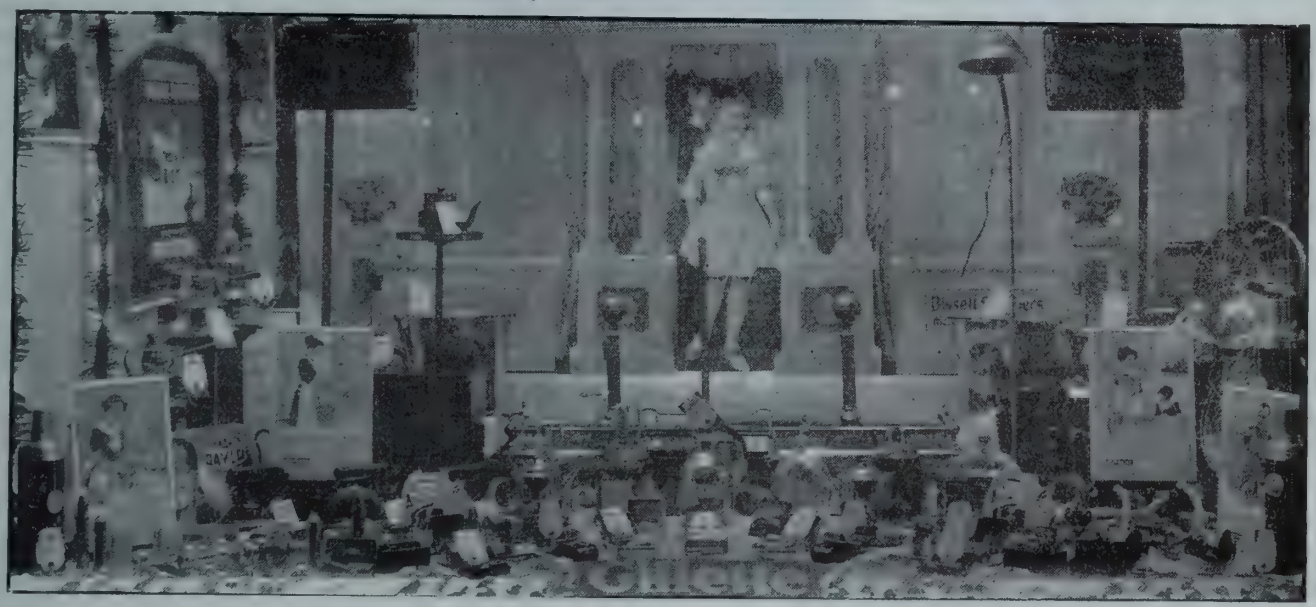
This can be done to take care of last minute buyers, and still comply with the wishes of every merchant; to keep the stocks to a minimum for the opening of the New Year.

Auto Accessories in Xmas Trade

The approach of cold weather brings several lines of automobile accessories into seasonable demand. The motorist who will drive his car all winter, and these now constitute the majority, requires chains, robes, gauntlets, heaters, curtains, windshield cleaners, batteries, flashlights, oil, anti-freeze, etc. These and other accessories make very acceptable gifts for Christmas as well, and in a year when more practical presents will be given such gifts will be much appreciated by the car owner.

Household Electrical Goods As Practical Gifts For Xmas

Electrical goods predominate in this Christmas display by Plummer Ferguson Hardware Co. Ltd., Sault Ste. Marie, Ont., as dressed by J. N. Rush. Electric heaters, irons, toasters, percolators, flashlights, grills, etc., are shown prominently in the raised part of the display in the centre, and surrounding this are other suggestions including safety razors, thermos bottles, bread mixers, watches, clocks, etc. This firm have found an increasing tendency toward the purchase of some useful electrical lines as presents, because of their utility and convenience.



Electric heaters, reading lamps, toasters, irons, percolators, flashlights, etc., are arranged in this display of Christmas gift lines in a somewhat different manner to that shown in the other display on this page. Here the various suggestions are spread across the display and are shown in company with fire irons, razors, thermos bottles, hot water bottles, bread mixers, etc. Note that price tickets are shown on each article.

News of Western Canada

Close Attention to Collections in B.C.

Retailers Find It Necessary to Keep Prodding Buyers for Payment — Election Results Do Not Worry Hardware Trade — Featuring Bird Cages in Xmas Trade

VANCOUVER, B. C.—With the advent of the Christmas season conditions in the hardware trade on the British Columbia coast are said by the distributing trade to be satisfactory. It is said that the volume of business compares very favorably with last year.

In retail circles collections are said to be slow and to keep within bounds at all, dealers are steadily prodding the buyers. From a wholesale standpoint the Okanagan is still meeting its payments with regularity but in the northern part of the province—Prince Rupert and east—retailers are slow in meeting commitments. On Vancouver Island a very satisfactory trade condition is said to exist.

Price changes this week include coppered iron wire used in making wire baskets which has been lowered by 55c to a dollar per hundred pounds according to gauge.

In retail circles several of the Vancouver dealers are making a specialty again of the handling of canaries which they are displaying to advantage. This brings cages into prominence. One prominent retailer stated that he had brought a carload from the east by boat at a rate of around $4.80 as against $18 by rail and these will soon be on the market at a little over $35. There is a good demand and the output goes a good way in helping to swell the totals of the holiday trade.

As is usually the case at this period cutlery is in fair demand but deliveries on new stock are said to be poor. Advices were received this week that an order, placed in July, left Liverpool or was supposed to leave that port on the first of November. It has not yet arrived and orders have gone forth cancelling it.

Election changes—the defeat of the Meighen administration—have caused no particular worry to the hardware trade as it is believed there will be no drastic changes in the tariff for a considerable period. It is also too early yet to figure the effect of the freight reductions effective on the first of the month and no price adjustments have been made on this account.

The trade is paying quite a little attention to silverware and some attractive displays may be seen. One retailer is making a special of a set of six each of knives, forks, teaspoons and dessertspoons together with a butter knife and sugar shell in a handsome oak cabinet with two drawers at $13.75. Copperware and aluminumware are among the heaviest sellers at present.

WESTERN CANADA NOTES

Winnipeg.—C. I. Bukton, Secretary and F. C. Kenyon, Assistant Treasurer of the Minnedosa Implement Mutual Fire Insurance Company, were visitors to Winnipeg last week and called on C. L. Clark, manager of the Canadian Hardware & Implements Underwriters' Association.

Winnipeg.—C. H. S. Bamford, Sales Manager of the J. H. Ashdown Hardware Company, Limited, has recovered from his illness and returned to business.

Harry Rickleson, district sales-manager, Dominion Cartridge Co., Ltd., Victoria, B.C., is dead. Mr. Rickleson was recently struck with gun-shot from the gun of a companion and contracted blood poisoning.

NEW RAIL ORDER FOR ALGOMA STEEL

Algoma Steel Corporation has been awarded a contract for 6,000 tons of standard rails for the T. & N. O. railway, in connection with its extension. Tenders were called for. This latest order comes in addition to the Grand Trunk rail business announced a week ago, and together with the C. N. R. and C. P. R. placings, gives a substantial tonnage on the books of the Algoma Corporation, guaranteeing fairly active production for the balance of the winter season.

FAREWELL FUNCTION FOR C. H. GILL

Vancouver, B.C.—An interesting social gathering was held here on the eve of the departure for England to spend the Christmas holidays with his family, of Chas. H. Gill, director of the Britannia Wire Rope Co. The affair was a great success. Mr. Gill was presented with two beautiful steamer trunks made in Vancouver and a gold mounted fountain pen suitably inscribed.

Robert Gibson, president of Gibson's Limited and managing director of the Britannia company which are closely allied, acted as chairman. In the course of his remarks Mr. Gill referred to the splendid feeling which existed between the staffs of the two companies and said that a closer working arrangement between the companies had been arrived at.

EXPECTS SPRING BUSSINESS IN WEST WILL BE GOOD

B. M. Hill of the B. M. Hill & Company, Ltd., Winnipeg, has just returned from a visit to his retail store at Pennant, Sask., and reports that while conditions are not good he cannot see any need for the wave of pessimism that seems to prevail in this City and although crops are not large in the district where his store is located in no case are the farmers leaving the district. Each farmer is putting in more time on his land and is preparing for a bigger acreage and with the advent of sowing fall rye, which distributes the work for a greater period of the year, he is able to do with less hired help, and consequently he is working with a smaller overhead expense. These conditions point to a revival of business in the early Spring and while the volume may not be as large as in other years Mr. Hill believes business will be better, because the Country merchants and farmers are both preparing to do business on a cash basis.

GRAND TRUNK DIVIDES ORDER OF 29,000 TONS OF RAILS

The G. T. R. has placed an order covering its rail requirements for 1922. Business was closed for 29,000 tons of rails, of which Dominion Iron & Steel received 15,000 tons for production at its Sydney plant, and Algoma Steel Corporation 14,000 tons at Sault Ste. Marie.

Retailers At Coast Score Point

Looks Like a Partial Victory for British Columbia Merchants Who Have Been Putting Up a Spirited Fight Against Another Personal Property Tax—J. T. Crowder, R.M.A. Head, Has Been Prominent in the Movement.

VANCOUVER, B. C.—At this date, it looks like, at least, a partial victory for the organized retailers in British Columbia who are putting up spirited fight against another personal property tax.

Readers will recall that the British Colombia government, besieged by the union of B. C. municipalities for financial relief, hit upon the idea of taxing all those engaged in trading or business of any kind, one per cent. on the value of their stock and fixtures—this to go to the municipalities concerned.

Penalty On Business

This proposed method of raising school and hospital revenue from this one class of the community raised the biggest furore of any taxation proposal yet made. It was pointed out that this new imposition would penalize every commercial undertaking of any kind for carrying on at this time, that it would prevent big or small mining companies from carrying on any improvement and prospecting work that could possibly be avoided. It would cost the shipyards immense sums of money on their work while in progress. It would discourage the oil companies in undertaking any refining in British Columbia, and would impose an additional impost on many retail and wholesale businesses that at present were merely hanging on.

A delegation from the organized merchants and manufacturers waited upon the Committee of the House that was dealing with the problem of Municipal Finance. Quite obviously the private citizens opposing this measure cannot go on the floor of the House and plead their case. In convincing the Committee of the House, they did as well as it is possible to do.

Now the budget has come down.

The personal property tax rate was reduced to half of one per cent. This is a clear saving of $100 to any firm with $20,000 stock. Then the unorganized districts have been eliminated. This lets out the great interior lumber and mining districts where the tax might have discouraged any effort that might not prove immediately profitable.

Another point is this:

The Government relinquished the personal property tax entirely for Provincial Revenue. This, taken in connection with the reduced tax for municipal purposes, places the merchant in a much better position. For instance, in Chilliwack a business carrying a stock of $100,000, previously would have been taxed in one of two ways. If the profits did not make the income tax productive enough, the personal property tax would have been imposed and a $1,000 tax taken at least. If the business had shown enough profit to make the income tax the most productive, this would have been applied.

Now if the business had not shown a profit, the income tax will be assessed anyway, on what is applicable, and if the personal property tax is imposed for the benefit of the municipality, the amount will be only $500. The other big point scored is that the matter of

J. T. CROWDER
Who Heads B. C. Branch of R. M. A.

assessing this tax on the business in each municipality is optional on the part of the municipality. If Coquitlam does not care to handicap the business and industries in this way, it may so elect. If it does, and Port Haney does not, Port Haney will have the advantage in bidding for industries, an advantage of half one per cent. of the stock and fixtures of the business.

The matter of abolishing the exemption on the income tax was proposed by those opposing the personal property tax. It was argued that all, no matter how small their income, should contribute some small percentage toward their school and hospital. But when the Government got into caucus and figured how this would appeal to the "voter" the song of "Where Do We Go From Here" was struck up, according to Mr. Crowder, president of the Retail Merchants' Association, and the matter of adjusting the income tax was dropped.

Up To Municipalities Now

The relief that the municipalities secured amounts to permission to assess their local industries one half per cent. for the benefit of the local schools and hospitals. The manufacturers and merchants will now lay before their respective municipal authorities the points that make this local assessment disadvantageous to the business community, which is, of course, responsible for the prosperity of the community as a whole.

WESTERN CANADA NOTES

Elbow, Sask.—L. P. Woodham has discontinued the hardware business.

Regina, Sask.—Peart & Co., Ltd., have commenced hardware business here.

Vanscoy, Sask.—R. Williams, hardware, is selling out.

N. G. Neil, manager of the Employers' Association, addressing the Electric Club at the Hotel Vancouver this week on the subject of unemployment, said that unemployment was a charge upon industry rather than upon the state the unemployment problem was handled by organized industry efficiency methods would soon abolish this problem, he declared.

At the meeting this week of the Vancouver Association of Electrical Contractors and Dealers the following officers were elected: president, C. C. Carter; secretary-treasurer, P. F. Letts; executive committee: Sidney Darnborough, S. E. Jarvis, J. C. Reston, W. W. Fraser and E. Brettell.

Harry Martin, of Martin Finlayson & Mather, Ltd., of Vancouver, spent the past week on Vancouver Island visiting the trade. He also packed along a kit of golf clubs but they remained in the bag, the excessive moisture being uninviting to even such a keen golfer as Mr. Martin.

Winnipeg.—H. C. Ashdown, vice-president of the J. H. Ashdown Hardware Company, Limited, left on the 6 inst., for California to join Mrs. H. C. Ashdown for the balance of the winter.

Winnipeg.—T. G. McCracken, Secretary of the Retail Hardware Mutual Fire Insurance Company, Minnedosa, spent a few days last week in Winnipeg with C. L. Clark, manager of the Canadian Hardware & Implement Underwriters' Association.

Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, DECEMBER 17, 1921.

AT THE general meeting of the Canadian Credit Men's Trust Association held in Toronto this week, W. E. Coulter, Booth-Coulter Brass Co., Toronto, representing the Ontario Board C. M. A., stated that manufacturers in general were now operating at about 60 per cent. of normal. Replying to a questionnaire, five hundred and three manufacturers in Ontario had stated that present inventories were priced at present replacement values. It was the opinion that from this statement credit men should not be too much concerned when statements of firms showed reduced inventories. Reduction in accounts receivable might well be brought about by more careful placing of credit even more than reduced sales.

What Will Follow?

WIDESPREAD interest will be aroused in connection with the announcement made elsewhere in this issue concerning the location of a factory in Germany by a lock manufacturer of Canada and the U. S. This follows similar action recently taken by another large manufacturer, and the reason given in both instances has been the necessity of lowering production costs in order to compete for business in the export markets of the world.

In view of the sentiment which has existed on this continent since the war, in regard to German goods, this action on the part of two leading manufacturers has considerable significance. Both capital and labor will be interested in what developments may follow this removal of industrial activity to foreign fields.

The Metal Markets

THE NEAR approach of inventory time is having its effect upon the iron and steel trades. Some unusual price concessions are being made by certain producers to improve their financial standing and as a general tendency buying is being curtailed in order that inventories may show little surplus. This condition makes it difficult to form an idea of the approximate prices at which the big business which is expected next year, will be booked. November iron and steel production showed an increase both by U. S. and British mills.

It is significant that with the exception of the Central European powers and Russia, non-ferrous metals are dearer in Canada to-day than in any other country in the world. Copper has shown more activity in the last two weeks than at any time during the year and in certain quarters it is expected that after the recent steady rise, present prices will be maintained. Tin is, of course, a highly speculative market, the forces controlling the output and marketing of tin being ruled by one of the most exclusive rings in existence and having strong financial backing. Spelter is showning signs of strength but no noticeable advance is expected for some time. Zinc producers appear to have the situation well in hand and higher prices early in the new year would not be unexpected. Lead is in a somewhat uncertain position, and it is interesting to note that while December is generally considered a quiet month that within the past two weeks more lead has been sold in Canada than during the entire month of November. It is evident that the metal markets present an interesting study at the present time and a close watch should be kept on market tendencies in view of the fact that there are so many unusual influences at work.

Settlement of Accounts

THE INTEREST and excitement which immediately precedes and follows a general election such as that which has just been completed, generally detracts some very necessary interest and attention from other matters which it is dangerous to neglect. During the recent election campaign a tendency developed among certain branches of the hardware trade to neglect payment of their outstanding accounts. One of the reasons given for this tardiness was inability to secure payments from customers, particularly farmers.

The election is over and every branch of trade should devote its attention to getting back to business in earnest. In this connection one of the first things which should receive immediate attention at the hands of retail hardware merchants is the collection of outstanding accounts. As many collections as possible should be made during the month of December in order to start the new year with a clean slate. It will be found that many farmers who are lax in paying accounts at this time, have considerable balances in the savings banks and it would prove no hardship to press them for payment of accounts to the retailer. True there are districts where it may be difficult for farmers to pay the full portion of their debts, but these are the exceptions rather than the rule.

It should be kept in mind that laxity on the part of the retailer in collecting accounts compels the wholesaler to wait for his money and in turn curtails the extent of his purchases from the manufacturer. The retailer is the keystone of the structure; if he fails in his duty other branches of trade suffer, the extent of industrial activity is curtailed and much capital is left "frozen" when it could be helping to stimulate business by being in circulation.

The Sales Tax

THE CANADIAN sales tax, as compared with the little mourned luxury tax, has proved so satisfactory that a group of U. S. business men are visiting this country to study this form of taxation. The Canadian sales tax now yields approximately $6,000,000 a month revenue, and this is secured with little restraint upon trade. It has been the experience of manufacturers that where prices are more or less standardized that at least one per cent. of this tax must be absorbed in the process of distribution, but where prices are not standardized there is a loophole through which the consumer may be made to pay the amount of the tax. The success of this form of taxation probably is due, as previously pointed out in Hardware and Metal, to the fact that it is a tax upon production rather than upon consumption. It bears equally upon the rich and the poor man because it represents a proportion of what is expended, and it does not fall heavily upon the needy because of the long list of exemptions of necessary lines which it provides for.

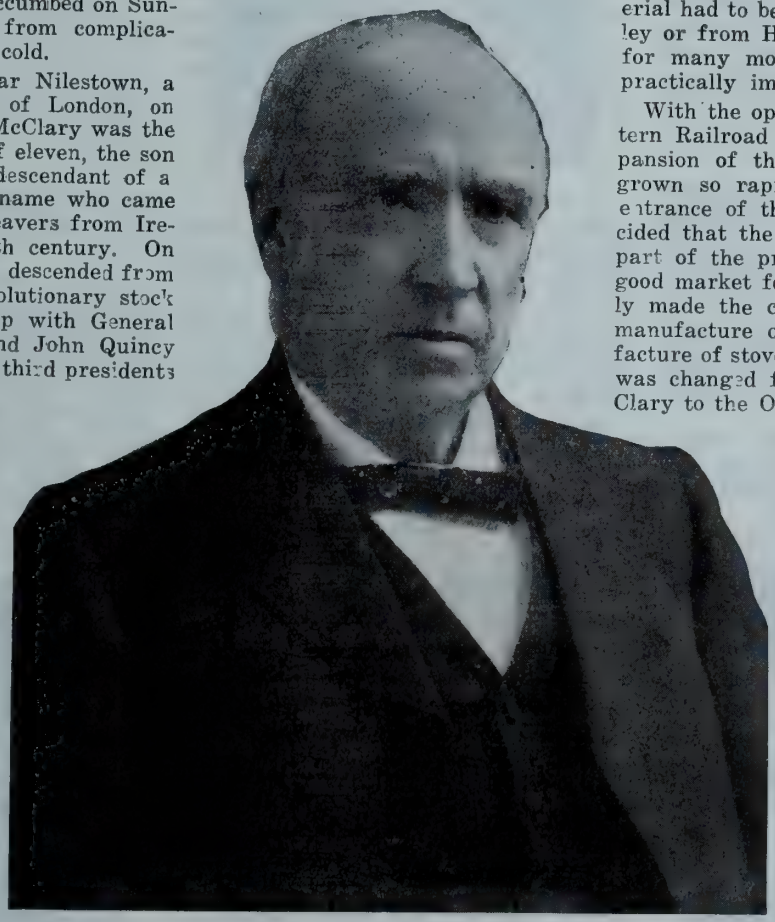
Death of John McClary, London, Ont.

Founder of McClary Manufacturing Co. Passes Away Suddenly at the Age of Ninety-Three Years—Historic Figure in the Stove and General Foundry Business of Canada—Thrilling Adventures in California "Gold Rush" Precedes Early Business Trials in Canada

THE DEATH this week in London, Ont., of John McClary, founder and president of the McClary Manufacturing Company, removes an outstanding captain of Canadian industry who has been prominently identified with the stove and foundry business for many years. Mr. McClary was ninety-three years of age at his death and despite this advanced age had continued actively as president of his company. On Friday of last week he paid his usual visit to the head office, taking ill the same night and being confined until with his heart gradually growing weaker, he succumbed on Sunday. Death resulted from complications which followed a cold.

Born on a farm near Nilestown, a few miles south east of London, on January 2, 1829, Mr. McClary was the youngest of a family of eleven, the son of John McClary, the descendant of a long line of the same name who came to Canada as linen weavers from Ireland in the seventeenth century. On his mother's side he was descended from famous American Revolutionary stock and could trace kinship with General Stark, John Adams and John Quincy Adams, the second and third presidents of the United States.

Mr. McClary went to London in 1847 at the age of eighteen years and engaged in the tinsmithing business. Seized with the gold fever of 1849 at the age of twenty he left for California and many a thrilling tale was he able to tell in succeeding years concerning his experiences in the gold rush. After a brief career as a gold prospector, Mr. McClary opened a small tinshop in California which was subsequently wiped out by fire and within two years returned to London where he has lived since.



LATE JOHN McCLARY

Founder and President of McClary Mfg. Co., London, Ont., who died this week at the age of ninety-three years.

With his elder brother Oliver he established the firm of J. and O. McClary, which was destined to spread from coast to coast and develop into the present McClary Mfg. Co., said to be one of the largest stove industries in the British Empire, occupying large premises in London, Ont., and employing a large number of workers.

The first lines of their manufacture were plows and tinware. The house in which they opened their factory stood on one small portion of the block on which the tinware and enamelware department is now situated. At first they employed half a dozen workmen. John was then what would now be termed manager and Oliver was sales manager.

Their customers were the hardy pioneers that were settled between Windsor, Woodstock and Brantford, and Stratford and Lake Erie. Their manufactured goods were delivered by salesmen in wagons driven over the trails that served for roads at that time. All of their raw material had to be teamed from Port Stanley or from Hamilton, over roads that for many months in the year were practically impassable.

With the opening of the Great Western Railroad in 1853-4 began the expansion of the business which has grown so rapidly. Shortly after the entrance of the railroad the firm decided that the rush of settlers to this part of the province would provide a good market for stoves and accordingly made the change. It dropped the manufacture of plows for the manufacture of stoves. The name of the firm was changed from the J. and O. McClary to the Ontario Stove Works, but the management continued as before. Later the partners decided to add other products and started in the manufacture of furnaces and enamelled wares and also commenced a jobbing trade in sheet metals.

Incorporation

The business continued to grow and in 1871 it was incorporated in Ontario under the name The McClary Mfg. Co. In 1882 Dominion charter was taken out, thus enabling the firm to do business in any part of Canada.

Toronto was the first place chosen for a branch office. In 1879 one was opened in that city with David McKillop in charge. A second branch was soon opened in Montreal under the management of Andrew A. Brown. In 1880 the first Western branch was opened in charge of J. W. Driscoll. Vancouver was entered in 1894 and in 1901 and 1902 branches were opened in St. John, N. B., and Hamilton respectively.

(Continued on page 58)

Events in the Trade

NEW FIRMS

Toronto.—Waller Bros. have commenced a hardware business at 1293 St. Clair Ave.

CANOE FACTORY AND STOCK AT FREDERICTON DESTROYED

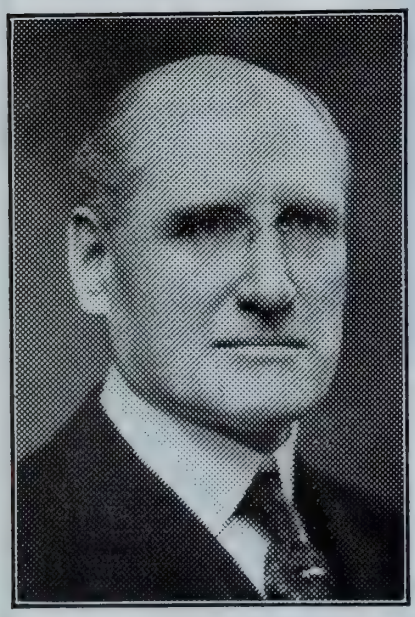
Fredericton, N. B.—The entire plant of the Chestnut Canoe Company, Limited, was destroyed by fire here, together with 300 completed canoes and all the machinery of the plant, the models and rough material. The loss is estimated at $100,000 or more. The insurance, so far as known, was said to be only $20,000.

PERSONAL

W. S. Fallis, vice-president and managing director, the Sherwin-Williams Co. of Canada, Montreal, is on a ten day trip to the Maritime Provinces, calling on the company's offices in Halifax and St. John, N. B.

W. H. Cottingham, president, the Sherwin-Williams Co., of Canada, sailed from New York on Tuesday of this week for England.

George Henderson, president, Brandram-Henderson, Limited, Montreal, left early in the week for New York, and will return by way of Toronto.



E. B. RYCKMAN, K. C.
Vice-President The Dunlop Tire and Rubber Co., Toronto, who was elected Conservative member for East Toronto at the Federal election.

Jno. C. Newman, Montreal branch manager, McClary Mfg. Co., Ltd., attended the funeral of their president in London, Ontario, this week.

Willis H. Simpson, New York, representing certain lines of tools including Maydole hammers, Westcott chucks and Russell-Jennings auger bits; and J. Hossack, of the Lufkin Rule Co., were among those calling on the Montreal trade this week.

Major Anthes, president of the Anthes Foundry, Limited, Toronto, Ont., has just returned from a two-month's business trip through Western Canada. Major Anthes reports there is business to be had for those who go after it.

OBITUARY

Mrs. Jane McGinn Philbin, wife of the late Michael Philbin, president of The Philbin Hardware Company, Montreal, died at her home in that city.

R. L. Lindstrom, superintendent of the Point St. Charles works of the Canadian Steel Foundries, Limited, died at his home in Montreal.

David J. Williams, former superintendent of the Open Hearth furnaces of the Algoma Steel Company, Sault Ste. Marie, Ont., died suddenly from heart failure.

William A. Davies a native of Wales, died in Grimsby, Ont., aged 64. He lived until recently in Detroit, where he was president of the Acme White Lead and Color Works. He went to Grimsby in April of this year, and built a beautiful home, into which the family moved only a few weeks ago. He was stricken with pneumonia last week and rapidly succumbed.

SUDDEN DEATH OF H. M. BOLGER

Montreal.—The sudden death of H. M Bolger, sales-manager of the Montreal branch, McClary Mfg. Co., Ltd., occurred at his home in this city this week. The deceased had been in ill health for some time but was able to carry on his duties, being in his office the day previous to his death.

Mr. Bolger joined the firm in 1910 as traveler for the Eastern Townships which position he held until 1917 when he was appointed to his present post. During his time on the road, and later in his Montreal office Mr. Bolger, through his genial and friendly disposition, won many friends throughout the trade in this district.

MONTREAL MERCHANTS BANQUET CITY FATHERS

The Montreal Merchants' Association were hosts at a dinner recently, tendered to the mayor and aldermen of the city. Mayor Martin spoke of international affairs, of federal and municipal developments, and painted a glowing picture of future prosperity.

CONFERENCE ON CONSTRUCTION

Ottawa.—A conference of members of the building construction fraternity of Canada and the general public will be held at the Royal Connaught Hotel, Hamilton, Ontario, on January 17 to 20 next.

COLIN McARTHUR & CO. TRAVELERS ENTERTAIN SALES-MANAGER

L. A. Wilkinson, advertising and sales-manager of Colin McArthur & Co., Ltd., Montreal, wall paper manufacturers, who recently returned from a four months' trip through Latin America, was tendered a dinner by the salesmen of the company on Friday evening last. The dinner was presided over by W. Williamson, president. Colin McArthur vice-president, and most of the Ontario and Quebec travellers were present.

J. C. CHAPLIN
President The Welland Vale Mfg. Co., St. Catharines, Ont., who was elected Conservative member for Lincoln, Ont., at the Federal election

Montreal Metal and Hardware Ass'n Meets

Colonel Robert Starke Succeeds Edward Goodwill as President—Marking Imports, Sales Tax and Customs Forms Come in for Discussion

MONTREAL.—The Annual Meeting of the Metal & Hardware Association, Montreal Board of Trade, was held this week. In the absence of the president, Edward Goodwill who was called to London, Ontario, to attend the funeral of the late John McClary, the chair was taken by the vice-president, Col. Robert Starke, Starke-Seybold Co., Montreal.

Owing to continued ill-health, Mr. Goodwill is compelled to retire both from the presidency and as representative of the Metal & Hardware Association on the Council of the Board of Trade.

Col. Robert Starke was unanimously elected to succeed Mr. Goodwill as president, and also as the Association's nominee for election to represent the Association on the Council of the Board of Trade. Other officers elected were; vice-president, T. M. Hutchison, Drummond McCall & Company, Ltd.; treasurer, Harry Diplock, Steel Company of Canada, Ltd.; secretary, C. Beatty; directors, W. Beverley Robinson, A. A. Robertson, A. Jeannotte and T. H. Jordan.

Considerable discussion took place as to whether the members should resume their custom of holding an annual banquet, which was dropped during the war and subsequent period and the money devoted to charity. It was becided to assess each member $5.00 for the benefit of some charitable organization, to be decided upon by the executive, and a resolution was adopted covering same.

The Annual Report

In his Annual Report the past president dealt at some length with the customs regulations regarding the marking of importations with the country of origin. The Association, he wrote, while making no objection to the general principal of the Marking Act, had urged at least its postponement until January 1st 1922, in order that importers might be given sufficient time to advise manufacturers in other countries. "While this Association has made no official protest against the general principles on which the regulations were based, it is felt that any Government action which restricts open trading in the markets of the world cannot be termed otherwise than lamentable, particularly under present business conditions," continued the report.

The Sales Tax next came under discussion with particular attention drawn to the new form of certificates of value of invoices required by Canadian Customs for import goods. The recent reduction in Freight Rates was also approved, as dealt with in the Report.

Those present at the meeting included, Messrs. Alex. Gibb, A. Prudhomme, Col. Robert Starke, W. J Hayes, George J. Crowdy, T. H. Jordan, W. Beverley Robinson and others.

COLONEL ROBERT STARKE
Starke, Seybold Co., Montreal, who this week was elected president of the Montreal Metal and Hardware Association.

GUELPH MERCHANTS FAVOR HALF HOLIDAY

Guelph, Ont.—At the annual meeting of the Guelph Retail Merchants' Association reports presented showed that the past year was one of the best in the history of the organization. The financial statement also recorded a substantial balance, while those in attendance were pleased to learn that the membership during 1921 was the largest in several years past.

Considerable business was transacted at the meeting following the dinner, one of the chief questions being with reference to continuing the Wednesday afternoon half-holiday the year round. When the matter came up for discussion, those in favor of closing were by far in the majority, and as a result the Wednesday closing will be observed as usual next year, with but few exceptions.

Officers and certain trade section representatives for next year were elected as follows:—

Hon. Pres., John Armstrong; Pres., W. G. Hawell; 1st Vice-Pres., C. L. Nelles; 2nd Vice-Pres., H. E. Cosford; Rec. Secretary, A. McNiven; Chairman of Trade Sections, Hardware, T. Penfold; Tinsmith, A. Cain.

Winnipeg.—Meakins & Sons, Ltd., brush manufacturers, have moved from their former quarters and are now located in a brighter and more spacious warehouse and office on the 2nd floor of the Galt Building, Cor. Princess and Bannatyne Ave., Winnipeg. Max. M. Smith is Western representative for Manitoba and Saskatchewan.

Yale & Towne To Start In Germany

Yale Locks to be Made in Germany—Company States This is Necessary to Compete in Export Markets—Lower Labor Costs in Germany a Big Factor.

YALE and Towne Mfg. Company, Stamford, Conn., and St. Catharines, Ont., have announced the establishment of a plant in Germany for the manufacture of Yale & Towne products. This is the second announcement of large United States companies establishing German plants, the former being the National Cash Register Company. The Yale & Towne Co., give their reasons as follows:

"In view of the serious decline of our export business, due to the disturbed conditions of international finance and commerce, and in large measure to the lower costs of production obtaining in European countries, we have decided to establish and operate a branch plant in Germany, to avail of the low production costs of that country, and to aid us in regaining and maintaining our former position in export markets. P. F. Augenbraum has been relieved from his duties as Superintendent of Design and Product, and appointed manager of the branch factory to be established in Germany. A recent investigation has indicated that the cost of production in Germany is so much lower than in the United States that it is hopeless at this time to compete in many export markets with goods of American manufacture."

"The company has concluded that until conditions more closely approximate those which existed before the war, they must either obtain the benefit of the lower costs of European manufacture or lose their export business to those who are able to make goods at much lower cost. The latter course would undoubtedly mean the permanent loss of its export business because those who are able to manufacture at lower costs would reap the benefit of the missionary work which has been done by The Yale & Towne Mfg. Company in export fields, and so firmly establish themelves that it would in all probability be impossible for the Company to regain the lost prestige."

"Hardware & Metal Christmas Window Contest"

Christmas Window Contest

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Monday, January 2. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one

Join With The Throng

THE climax of interest in the Hardware and Metal Christmas Window Contest has now been nearly reached. Hardware merchants in practically every city and many of the towns and villages in the various provinces from Atlantic to Pacific are showing great interest in this opportunity of testing out their window dressing ability in competition with merchants in the same trade in all parts of Canada. This is truly an unique opportunity from many standpoints. Many merchants realize this to be the case or this contest would not be attracting the increasing number of progressive merchants each year as it is doing.

The range of interest in the 1921 contest is increasing rapidly and in an ever widening circle. Don't forget, Mr. Reader, that

Time Is Getting Short

and we are counting on YOU for an entry. It will take but a minute or two of your time to arrange to have a photo taken of your Christmas goods display and send it to the Editor. Your entry will not only stamp you as a progressive retail hardware salesman but your co-operation in this regard will be of assistance to yourself and to hundreds of other hardware salesmen who are desirous of making their window dressing more effective.

An entry from every hardware store in Canada is wanted in the big 1921 contest. If the store proprietor is not anxious to enter, he would be conferring a distinct favor upon any one of his salesmen by suggesting that they make an entry.

Don't forget, all photos must be in the office of Hardware and Metal, or be mailed, by January 2.

Set Date of British Industries Fair

The eighth annual British Industries Fair which embraces a large number of the most important lines of British trade will be held in London and Birmingham from February 27 to March 10, 1922. This is purely a trade fair where buyer and seller meet, not an exhibition. This fair, whether regarded from the point of view of size, diversity of products shown or resultant business, is claimed to surpass in importance and value to the world's markets any other trade fair of similar purpose. A visit to the fair will, it is said, convince overseas buyers that the enormous strides have been made in British post-war production. A considerable number of Canadian buyers are said to be making arrangements to attend. Admittance is restricted to trade buyers on invitation of the British Government and business is not impeded by crowds of sightseers.

In organizing the Fair, the British Government Department of Overseas Trade pays particular attention to the comfort and convenience of buyers from various Dominions and other parts of the world. Special reading and writing rooms are available where buyers may consult qualified officers of the Department who will be able to indicate sources of supply of any goods required and to give information regarding tariffs, shipping and transport, trade conditions, etc., throughout the world.

The London Section of the Fair will, as in 1921, be housed in the White City, a large group of exhibition buildings within a few minutes of the centre of London, while the Birmingham Section will again be in the great buildings of the Castle Bromwich Aerodrome, which may now be regarded as permanent Exhibition buildings, within easy reach of the centre of the city. There is a floor area of more than 1,130,000 square feet which is admirably suited for the purpose, and it is interesting to note, that the gangways between the stalls total no less than 3½ miles in length. Not only are both sections of the Fair in London and Birmingham in each instance under one roof, but the various trades are grouped in separate but adjoining buildings, thus saving the time of the buyer.

Information can be secured from British Trade Commissioners in Canada at the following addresses; 248 St. James Street, Montreal, 260 Confederation Life Building, Toronto, and 610 Electric Railway Chambers, Winnipeg.

DEATH OF JOHN McCLARY

Continued from Page 53

It was about this time that the second large building was erected in London. The foundry was moved to the new building which now occupies nearly as much ground as the old plant where the tinware and enamelled ware shops are located together with storehouses.

In 1909 the Calgary branch and a subbranch at Saskatoon were opened and in 1910 the ninth branch was opened and Edmonton was the spot chosen.

Since the advent of Hydro Electric power in London and the use of it having become more general for cooking, the company has added the manufacture of electric heaters and ranges of all styles. During the early years of the war many field kitchens were manufactured for the Canadian army. Business, the favorable trade conditions of the country in general and of his own organization in particular was Mr. McClary's constant consideration. In this connection there was no problem too large for him to tackle nor any detail too small to interest him. To him the news of the day whether it was the proposal of some new foreign ship canal, political unrest in some distant kingdom or the price of garden stuff at home, were not simply unrelated facts to be allowed to pass unheeded but were looked upon as the cause of some corresponding effect upon transportation, immigration or living conditions within our country which would have effect upon the trade and welfare of the country. It was this habit of figuring out results that established his reputation for an almost uncanny foresight which was all the more remarkable in that it did not allow itself to be warped or obscured by the common defect of personal bias. It is due to his industry and foresight that the McClary Mfg. Co. has reached its present position.

In addition to his position at the head of the McClary Manufacturing Co., Mr. McClary was President of the Ontario Loan & Debenture Company, a Past President of the London Life Insurance Co., and a Director of the London & Western Trust Co. He was formerly a Justice of the Peace. In 1911 he was given a dinner by the London Board of Trade in recognition of his services as one of the pioneer business men of the district.

Mr. McClary married, in 1853, Ann Drake, who died many years ago. They had two daughters, Mrs. Theresa Gunn, whose husband, E. A. Gunn, now deceased, was a former secretary of the McClary Mfg. Co., and Mrs. Gartshore, wife of Lt.-Col. W. M. Gartshore, manager of the McClary Co. His second wife was Miss Mary Jane Pavey, who died in 1909.

The active pall-bearers, chosen from among the employees who had been with the firm for from 30 to 50 years, were: John Walton, Alex. Atcheson, Frank Barned, Thomas Harrison, J. M. Pirie, George Moll, F. J. Delaney and James Smith. The honorary pall-bearers were: Arthur T. Little, C. R. Somerville, Geo. M. Reid, Ed. Reid, J. R. Dillon, J. M. Moore, T. G. Meredith, K.C., and J. K. H. Pope.

All the branch managers, with one exception, were in attendance. The exception was H. M. Bolger, of Montreal, sales manager, who expired suddenly at his home.

What Wholesale Hardware Firm Can Beat This Record?

ON a recent visit to the Chinic Hardware Company, Quebec City, Hardware and Metal discovered that this firm boasted a comprehensive list of "long service" employees which constitutes almost a record among wholesale hardware firms. Following is a list of employees giving dates of their respective engagement and indicating the number of years' service. All are still in the employ of this firm except "X," who died quite recently:

Name	Date of engagement	Years of service
Grenier, J. Napoléon	March 1st, 1866	55
Pagé, Joseph	July 3rd, 1883	38
St. Pierre, Emile	March 1st, 1885	36
Patoine, G. A.	February 1st, 1888	33
Patton, Allan	February 1st, 1888	33
Wilson, J. McD.	May 1st, 1888	33
Poitras, Pierre	May 1st, 1891	30
Poitras, Joseph	December 1st, 1893	28
Lachance, J. A.	May 1st, 1896	25
Bernard, Honorius	April 1st, 1898	23
Langlais, Napoléon	April 1st, 1900	21
Lamontagne, Hector	February 1st, 1901	20
Frenette, Francois	July 1st, 1902	19
"x"Bégin, Joseph	May 1st, 1902	19
Morand, Elzéar	July 1st, 1905	16
LaRose, Wilfrid	April 2nd, 1906	15
Knight, C. P.	May 1st, 1908	13

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

PRICE recessions appear this week on the J.M.T. line of screwed brass valves and also the Jenkins gate, straightway and globe valves. Another decline is noted in quotations on coke tin plates, while steel wool, Gem castors, cow bells cold shut links and plumbers' oakum are other lines showing current price reductions.

Another upward revision in solder prices attracts attention, this being the second consecutive week increases on these products have been recorded. The current rise in price is of varying extent on the different grades. Higher quotations now appear on brass rods and sheets, this change reflecting the firm tone in primary copper and brass markets. Manufacturers and distributors of cordage have withdrawn prices on jute rope and packings, this being principally due to the recent activity and upward trend in primary jute markets.

Reports of price shading on range boilers are still apparent and while no change has been made in the nominal list, quotations of $8.75 on the 30-gallon standard size are being generally recognized as the current basis in certain quarters. The domestic markets still await a revision in soil pipe and fittings, the wide variation in discounts continuing to be a noticeable feature. Signs of recent activity in the ingot markets have stimulated changes in such metals as copper, lead, tin and spelter; all these ingots recording slight price advances this week. Tin leads the way in this respect. On the other hand, aluminum records a marked recession in primary circles, with domestic quotations reflecting this downward tendency.

The trend of business improvement which developed during the fall season has now halted perceptibly. This condition generally applies to the wholesale phase of the hardware industry, the current trade in retail circles being of a brisk nature due to the added stimulation of Christmas activity.

Montreal Markets

MONTREAL, Dec. 15.—Price changes of varying extent again feature the hardware markets this week. Advances and declines are both recorded, the advances developing from the continuing strength of metals on the primary markets. Solders are further increased, only last week higher prices appearing on these products. Copper and brass scrap in all weights are also quoted at higher figures in sympathy with copper in the ingot stage.

A new lower list on range boilers attracts attention, the 30-gallon boiler again brought to $8.75, with other sizes reduced accordingly. This is said to have developed from the continued unstable conditions on the local market. Jenkins valves are another important line recorded with lower prices, while plumbers' oakum is now quoted at $7.35 per 100 lbs., a slight reduction being made. Cow bells and repair links are also included in the list of reductions.

Christmas trade becomes more active from day to day among the jobbing houses, and while many lines are now quieter owing to the approach of the holiday season, a good amount of activity is everywhere apparent.

NEW LIST APPEARS ON RANGE BOILERS

Montreal.

Distributors of range boilers are now using a new lower list of prices, although manufacturers state no general lowering has been announced. The 30 gallon boiler will now sell for $8.75, with other sizes reduced accordingly. The condition of the market for some time past has been such that the new prices now given have been quoted in past weeks, through concessions made to obtain orders, but it was not thought that a revision would be generally announced, considering replacement costs maintained by the manufacturers. It is hoped a more stable condition will now prevail, although some express doubt as to this even with the lower prices. Following is new list quoted:

RANGE BOILERS—	Standard.	Ex. Heavy
30 gallon	$8 75	$11 25
35 gallon	11 25	13 50
40 gallon	13.50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25

REDUCTION MADE IN COW BELL PRICES

Montreal.

A reductinon is announced in quotations on the various sizes of cow bells, and following are the new prices·

COW BELLS—		Per Dozen.	
No. 7	$3 60	No. 3	$6 20
No. 6	4 00	No. 2	7 80
No. 5	4 80	No. 1	9 50
No. 4	5 40	No. 0	11 75

SOLDER QUOTATIONS ARE AGAIN ADVANCED

Montreal

A further slight advance is made in quotations on all grades of solders again this week. Metals on the ingot markets continue to show strength, especially tin this week. Traps and bends remain unchanged, although with the continuing of the firmer tone in the market, it would not be surprising if these advanced in the near future. Following are present prices:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 27¾
Do., strictly ,lb.	0 25¾
Do., commercial, lb.	0 22¾
Do., wiping, lb.	0 22¾
Do., wire, lb.	0 37¼
Zinc sheets, casks	0 11½
Do., broken lots	0 12

LOWER PRICES ON COLD SHUT LINKS

Montreal.

Japanned Cold Shut repair links are now quoted at lower figures, and following are the new prices on the various sizes:

COLD SHUT LINKS—¼ in., $7.60; 5-16 in., $9.40; ⅜ in., $9.75; 7-16 in., $12.40; ½ in., $16.50 gross.

PLUMBERS' OAKUM SLIGHTLY REDUCED IN PRICE

Montreal.

Slightly lower quotations are made on plumbers' oakum, and the local price is now $7.35 per 100 lbs. Former quotation was $7.50.

HIGHER PRICES ON BRASS AND COPPER SCRAP

Montreal.

Non-ferrous scrap metals, insofar as brass and copper are concerned, have new higher quotations. The continued firmer tone of copper on the metal markets has improved the tone of the scrap market on these metals in the past few weeks, and the advance in prices has been expected. Prices are in general one-half cent per pound higher. Other lines remain at former figures with the market still very dull. With the closed winter weather now at hand, little improvement can be expected until the earlier months of the new year. Following are present quotations:

Automobile tires	....	0 75
Rubber shoes	....	0 03
Yellow brass	....	0 05
Red brass	....	0 09
Light brass	....	0 03¼
Scrap zinc	0 03	0 03¼
Lead, heavy	....	0 04¼
Lead, tea	....	0 02½
Light copper	....	0 08
Heavy copper	....	0 10½
Wrought iron, R. Rd., No. 1 per gr. ton	....	10 50
Malleable scrap (ton)	....	8 00
Pipe scrap (ton)	....	6 50
Heavy melting steel	7 50	8 00
No. 2 busheling,	....	4 00
Boiler plate	....	8 00
No. 1 machinery cast	....	21 50

LOWER PRICES ON JENKINS' VALVES

Montreal

Through a change in discounts, many lines of Jenkins' valves are now quoted at lower figures. Other lines are remaining unchanged at former discounts. Sorting orders of fair proportion are reported among jobbing circles, with the following revised quotations:

COMPRESSION WORK—

Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	30%
Basin cocks, Fuller No. 0	30%
Do., Nos. 1 and 2	30%
Flatway stop and waste cocks, std	54%
Roundway stop and waste cocks, std.	46%
Brass steam cocks, standard	40%
Do., removable disc	58%
Globe, angle and check valves, standard.	20%
Gate or straightway	16/10%
Emco Globe Valves	20%
Emco Check Valves	20%
Jenkins Globe, angle, check and swing check	19%
Jenkins gate or straight way	25%
Jenkins iron body, globe and angle	15%
Jenkins Iron body gate	33%

SOME NEW LOWER PRICES ON OIL STOVES

Montreal.

Bookings are now being taken for next Spring's requirements of oil cook stoves and ovens, and some manufacturers have their new prices issued showing a reduction of varying extent on the different sizes. It is yet early to determine the interest that will be shown for next season's business as the holiday season will delay the bookings until after the New Year. Orders for gas stoves will not be taken until the early months of next year, and new prices will be announced at that time. There is a rumor that manufacturers are also contemplating still lower prices on these lines. Following are lists of the McClary lines of oil stoves and ovens.

OIL STOVES AND OVENS—

No. 221 2 Burner Florence Automatic	$20 00
No. 321 3 Burner Florence Automatic	24 00
No. 421 4 Burner Florence Automatic	32 00
Mantels	
For 2 Burner Florence Automatic	6 70
For 3 Burner Florence Automatic	8 00
For 4 Burner Florence Automatic	9 35
Ovens	
No. 165 Covers 2 Burners (Plain door)	6 00
No. 170 Covers 2 Burners (Glass door)	6 35
No. 140 Covers 1 Burner, (Glass door)	5 20
No. 28 Covers 1 Burner, Insulated Oven	6 00
No. 56 Covers 2 Burners, Insulated Oven	10 00
Oil Heaters	
No. 880 N.P. "Famous" Oil Heater	8 33
No. 880 Blue Enam. "Famous" Oil Heater	9 67
No. 117 Florence Oil Heater	11 00
Water Heater	
2 Burner Florence	31 35

Less 25 per cent.

CUTLERY AND SKATES NOW SELLING WELL

Montreal.

Cutlery, which up until the present has not been selling as well as might have been expected, is said to be much more active in the past week. Jobbers are now of the opinion that within the next week, sales will have reached a satisfactory volume. Much the same can be said of skate sales, the past few days being particularly active. Colder weather and snow is really required to increase the Christmas trade in general, and both wholesalers and retailers would welcome this change in the weather.

BUSINESS IN SHEETS NOW QUIET

Montreal.

Nominal sheet quotations remain unchanged at the revision of two weeks ago and little change is now expected until after the first of the year at least. The sheet market in general shows little activity at present, the usual December quietness everywhere evident. The call for Canada plate and galvanized iron, has not subsided with the advanced stage of furnace and stove pipe works.

Interest is commencing to be shown in connection with any development that might take place with the opening of the New Year. It is generally conceded that a more active demand will firm the situation, but the extent of increased business, and the time that such is likely to take place, is problematic at present. Undoubtedly mill prices are at rock bottom with present productive costs considered, and in this connection it is stated that the recent revision to lower levels on the local market was the result of local current conditions rather than any development at the sources of supply.

PRICES ON FITTINGS REMAIN AT RECENT REVISIONS

Montreal.

Quotations on the various lines of pipe fittings are remaining unchanged since the easier tone in pound goods last week, when quotations were reduced in some quarters. Sorting demands cause a fair movement in fittings, although the usual quieter period at present is reflecting on these goods in the past two weeks or two. Present prices are as follows;

FITTINGS—

Cast Iron fittings		25%
Bushings, cast		27½%
Do., malleable		25%
Flanges		37%
Plugs		27½%
Flange unions		22½%
Malleable unions		42½%
Dart unions, black		33%
Do., galvanized		13%
Nipples, ⅛ to 4 in, close and short		50%
Do., long		60%
Do., 4½ to 8 in., close and short		40%
Do., long		50%
Couplings, 4 in. and under		30%
Do., 4 in. and longer		10%
POUND GOODS—	Black.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

NO FURTHER CHANGE IN SOIL PIPE QUOTATIONS

Montreal.

No further change has developed in the market for soil pipe and fittings since the revision of two weeks ago. Prevailing prices remain steady on the local market, notwithstanding these are considerably lower than in other markets. Western markets report that their distributors are hoping for an early improvement in Montreal trade conditions, placing the responsibility for the variation in quotations on an unsettled market. Local dealers, however, maintain there is no indication of a revision in prices from the marked reduction made last month, and general market conditions in heavier iron goods would have to show a general improvement before any great change could take place. Following are local quotations;

SOIL PIPE—

2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

FAIR DEMAND IN WROUGHT PIPE

Montreal

Wrought iron and steel pipe continue to sell under list No. 53, with the demand continuing fair for this season of the year. With the approach of the New Year, the movement is expected to show little further activity as December and January are usually the quiet months in goods of this class. Producers are operating to fair capacity, but here too a slackening in the present output is looked for in the months immediately to follow.

SLOWER BUYING MOVEMENT IN BOILER TUBES

Montreal.

The buying movement in boiler tubes is now seasonably slow, with prices remaining unchanged. The usual winter demand for repair work is anticipated, but little increased activity of a marked nature is expected until after the quiet months in the earlier part of the New Year. Following are quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	30 50
3½ inch	52 50	34 75
4 inch	65 00	44 00

TIN FEATURES INGOT METAL MARKETS

Montreal.

The metal markets have all been firm during the past week with some showing more strength than others. The chief feature has been the advance in tin, and sharp advance in all foreign exchanges, which has tended to give a very firm tone to the markets. Locally conditions have been rather quiet and buyers generally have not been keen on following the advance.

TIN—The London market is very strong and has advanced over £20 from the low point. The pace has been rather rapid and a re-action would not be surprising. At the same time those in control are quite capable of pushing prices still higher. The local market is strong at 39½ cents.

COPPER—New York seems to have reached the top on the present movement, but business remains good. London is slightly easier owing to the advance in exchange. The market will probably be quieter until after the turn of the year. Local quotations unchanged at 18 cts. for electro, 17¾ cts. for casting.

LEAD—Both London and East St. Louis are steady with little change in price. Demand remains fairly good and there is no surplus of prompt lead. It is possible that the market may not hold at to-day's level, but there is no sign of weakness as yet. Local price 7½ cents.

SPELTER—There is not much change in this metal, although the demand on this side is probably lighter than has been the case recently. It is expected, however, that demand will improve after the first of the year, and producers are not cutting their prices. Local market slightly lower at 7¾ cents.

ANTIMONY—There are no new features to this metal, and business is dull with prices unchanged at 7 cents for Chinese, 8 cents for high grade English.

ALUMINIUM—This metal continues dull on the market, with quotations also unchanged at 27 cents.

SLACKENING IN CORRUGATED SALES

Montreal

With the season practically closed for this year sales of corrugated sheets have shown a decided slackening in recent weeks. Little increased activity is now looked for until after the turn of the year at least. Quotations are continuing unchanged since the revision of a few weeks ago as follows;

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 7½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

Toronto Markets

TORONTO, December 15.—Price increases on brass rods and sheets continue to reflect the firmer tendency in certain primary metal markets which has been already indicated in previous reports by higher price levels on copper products. Another upward revision is given this week in solders, quotations on all grades having been further advanced between one and two cents per lb. Changes of varying extent now appear in ingot prices, signs of activity in some metal markets resulting in higher levels.

Recessions have been announced in prices on the J.M.T. line of screwed brass valves and also the Jenkins gate, straightway and globe valves. Another price decline is noted on coke tin plates, with quotations on charcoal tin and terne plates remaining unchanged. Manufacturers and distributors of cordage have withdrawn prices on jute rope and packings, this being principally due to the recent activity and upward trend of jute markets generally. Local dealers still await a revision in the soil pipe markets, the variation in discounts still being noticeable. A slight improvement is recorded in non-ferrous scrap materials, with recent price gains still in effect. Only minor inquiries are apparent for boiler tubes. Reports are still prevalent of price shading on range boilers, the quotation of $8.75 for the 30-gallon standard size having developed in some quarters. There is a quiet volume of trade in sheets and plates, with the iron and steel markets remaining at average levels.

PRICE INCREASE ON BRASS RODS AND SHEETS

Toronto.

Following the higher price levels recently announced on copper sheets, rods and tubing, a corresponding increase has now developed on certain brass goods. This change affects brass sheets and rods both these lines registering quotations which are 1-cent per lb. higher than formerly. Other price levels are remaining at recent new revisions.

In discussing these latest market developments in brass and copper products with one manufacturer, Hardware & Metal was informed that such increases reflect the trend of prices on basic products. The raw material markets have been through a period of depression, and prices on semi-finished goods were comparatively low as a result of these conditions. However, it was pointed out that quotations are not generally expected to go much higher, at present, because of the fact that the recent upward movement in copper has eased a little. The current increase already reflect the extent of the gains recorded in primary circles. It is noted that brass tubing prices are unchanged. Following are the new quotations:

BRASS—	
Sheets, base, per lb.	$ 0 23
Rods, base, per lb.	0 21
Tubing, base, per lb.	0 25
COPPER—	
Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Do., plain tinned 16 oz. and heavier, lb.	0 37
Do., polished and tinned 16 oz. and heavier, lb.	0 42
Tubing	0 29

PRICE REVISIONS APPEAR ON BRASS VALVES

Toronto.

Another downward revision has been announced in quotations on certain brass valves. This change is chiefly attributed to the fact that manufacturers have decided to meet competition, while basic market conditions do not call for additional price lowering on the finished products at the present time. The trend of both copper and brass in the raw material and semi-finished stage, is of an upward nature However, the current recessions appear on the J.M.T. line of screwed valves and also the Jenkins gate or straightway and globe valves. Following are the new discount quotations.

COMPRESSION GOODS	
Compression work, standard	43%
Fuller work, standard	30%
Bath cocks, compression	32%
do., Fuller	25%
Flat way stop and waste cocks, standard	54%
Round-way stop and waste cocks, standard	46%
Brass steam cocks, standard	40%
Globe, angle and check valves, standard	20%
J. M. T.	20-10%
J. M. T. C.	25-10%
J. M. T. Gate Valves	25%
Jenkins Gate or straightway	25%
Jenkins Globe	19%
Radiator valves, standard	58%
do., removable disc	58%
Emco. Check Valves	20%
Webber gate valves	25%
Emco Globe valves, ¼" to 2",	30%
Do., Do., Do., 2½" to 3"	20%
BASIN COCKS—	
No. 0 and 1, Fuller pattern	30%
Quick opening No. 3633	43%

ANOTHER UPWARD REVISION IN SOLDER PRICES

Toronto.

Following on the upward revision in prices on all solders announced in last week's issue of Hardware & Metal another change of a similar nature has since developed. This further increase is also attributed to the higher prices of basic materials entering into the manufacture of solders and is of varying extent on the different grades. Wire solder is increased another 2 cents per lb., from 30½ to 32½. The quotation on guaranteed is also advanced another two cents, while the other solders are higher in price by one cent per lb. Quotations on other lead and zinc goods remain unchanged. Following is the revised list:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 32½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 22½
Do., guaranteed, lb.	0 27½
Do., wiping, lb.	0 22½
Zinc sheets, per lb.	0 12

ANOTHER PRICE DECLINE ON COKE TIN PLATE

Toronto.

Further reductions of a substantial nature have been announced in prices on coke tin plates. The extent of the decline is approximately 15 per cent., applying to both IC and IX grades. Other quotations covering tin and terne plates, remain unchanged at prevailing levels. The list prices on Canada plates, however, are reported as subject to slight variation where an attractive inquiry develops, from time to time. Following are the current revisions:

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 shets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

PRICES WITHDRAWN ON JUTE ROPE AND PACKINGS

Toronto.

Quotations on jute rope and packings have been withdrawn by manufacturers and distributors of rope and cordage. Current prices on these products may be obtained on application. This development reflects the firm tone recently apparent in primary jute markets and is an indication of the general strength of the raw material. Jute prices commenced to rise in conjunction with the increase in cotton circles, owing to the fact that higher levels on cotton created an improved demand for jute and jute products. A revision in prices on American lobster twine is also given, the new quotations being 21 cents for standard, and 22 cents for fine. Manilla, sisal, lathyarn and hemp cordage maintain unchanged price levels. Hemp markets, however, are developing a firmer tendency.

STILL WAIT REVISION IN SOIL PIPE MARKETS

Toronto.

"Eastern markets are meeting American soil pipe competition and in order to do so have been forced to quote prices which are below factory costs," stated a prominent manufacturer of soil pipe and fittings when discussing the present market situation on these products with Hardware and Metal. "The recent downward revision in Montreal was made to meet foreign competition, and as a consequence some manufacturers are selling their product cheaper than they can afford to do." The primary reason for the wide difference which has recently appeared in quotations between the two chief distributing centres for soil pipe in Canada, is as quoted above, coupled with the advantage of some easier labor costs. This latter factor is described as an important element in foreign markets at this time. In spite of the abnormal conditions apparent in the industry, no settlement has yet been made, and the various quotations are unchanged. Local prices have not been revised, and the nominal list still remains in effect. The fact that Montreal quotations continue to show the new discount levels, has given rise to the impression that change may not develop untill the new year. Whether the revision will be of an upward nature in the East, or of a downward nature locally in order to conform with other markets is difficult to ascertain. No prediction could be secured for the future, but another distributor was of the opinion that if Montreal markets adhere to their present levels, the local quotations may be gradually expected to meet their competition. The current local nominal lists are as follows:

SOIL PIPE—	
2 inch	25%
3 inch	30%
4-inch	30%
5 and 6 inch.	30%
8 inch.	net
FITTINGS—	
2 to 6 inch fittings	40-10%
8 inch fittings	net

ANOTHER REDUCTION ON WOOD SCREWS

As Hardware and Metal goes to press it is learned that another reduction has been made in prices on wood screws. Quotations are revised downward through increasing the discounts from 5 to 7½ points. The new prices, while effective immediately, are of varying extent. Flat head bright are now quoted at 82½, as compared with the previous level of 77½.

The new discounts are as follows:

WOOD SCREWS—	Formerly. %	Now. %
Flat Head Bright	77½	82½
Oval and Round	75	80
Flat Head Brass	70	77½
Oval and Round	67½	75
Flat Head Bronze	65	72½
Oval and round	62½	70

F. o. b. Montreal, Hamilton, Toronto.

SLIGHT IMPROVEMENT IN NON-FERROUS SCRAP

Toronto.

The local scrap material markets are maintaining the very slight improvement recorded recently. Non-ferrous scrap metals have been more active and the higher prices are remaining in effect. Other grades fail to record any variation in quotations, or change in general market conditions.

There is little demand at present for steel scrap, and iron and steel are practically the same as covered in the last report. There have been some indications of slightly higher prices being paid for heavy copper and wire, this reflecting the firmer tone of all grades. Following are local dealers' average buying prices for fairly large quantities:

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 00	16 00
Stove plate	11 00	12 00
Grate bars	10 00	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 50
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 25	3 75
Heavy yellow brass	5 50	6 50
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	4 00	4 50
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	2 00	2 50
Auto tires	0 50	1 00
Solid tires	0 75	1 25

LOWER BASE PRICES ON GALVANIZED SHEETS

Toronto.

Prevailing quotations on both black and galvanized sheets have been reduced 25 cents per 100 lbs. in certain quarters. This decrease brings the galvanized base price from $6.10 down to $5.85; while the new quotation for 28-gauge black sheets is $4.50. Other dealers are still adhering to the previous levels, and the spread in the market is indicated by the range shown on the lists quoted herewith.

The current volume of trade in sheets and plates has receded from the active levels recorded during the Fall period. The local market is now described as quiet, but fair for this time of the year. On the primary centres, the proportion of railroad buying is a factor serving to maintain a good proportion of orders for these products. Business in the

steel industry generally records a nominal basis of operation, with a further improvement looked for in the Spring.

BLUE ANNEALED—

10 gauge, base	4 00	4 50
12 gauge	4 05	4 55
14 gauge	4 10	4 60
16 gauge	4 15	4 65

BLACK—

18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 60	7 10
22 gauge	7 25	6 75
18 and 20 gauge	7 10	6 60
Premier and Apollo.		
10¾ oz.	6 25	7 00
U. S. 28 base	5 85	6 60
U. S. 26	5 55	6 30
22 and 24	5 40	6 15
18 and 20	5 25	6 00
16	5 10	5 85
12 and 14	4 95	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets. An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

SIGNS OF ACTIVITY IN INGOT MARKETS

Toronto.

Lead, tin and spelter, are other ingot metals which have recently developed signs of activity, in addition to copper. Antimony stilll remains on a moderate basis, with the demand of a very quiet nature. Aluminum quotations sagged sharply on primary markets, and are probably touching bottom. In contrast to these tendencies, an upward movement has been recorded in prices on both tin and lead, while copper quotations are also advanced ½ cent in one quarter.

COPPER.—Although the rapid advance of copper on primary markets has recently shown slight moderation, the general firm tendency is reflected in local quotations. An increase of ½ cent is again recorded, while the price of 18 cents has also appeared. Whether the undertone will continue its present strength and even up at the higher levels, is stated as dependent upon the proportion of demand at the current market basis. Local prices now show a variation between 17½ and 18 cents.

TIN.—Further advance in tin prices are again recorded, this condition being apparent on both the primary and domestic markets. The strength of the general trend, and the improved position of this metal resulted in quotations being again advanced, this time to the extent of 2 cents. The level of 39 cents, is now generally in effect. Tin is described as having been down in the dumps for some time, and the present upward tendency is generally welcomed in metal circles, chiefly because of the reflection of a greater volume of activity.

LEAD.—The outlook for lead has also recently improved, and some local quotations have been slightly increased. The current demand, however, has not recorded any marked degree of improvement, but the undertone in this market is considerably firmer. The average local price has firmed up to the level of $6.75.

SPELTER.—The market for spelter has shown some recovery from the recent depression, and as a consequence, prices are also showing a firmer tone. The local quotation has generally advanced to $7.25.

ALUMINUM.—This metal has been marked by a sharp reduction in prices on the primary centres. Some local recessions are also apparent, this change reflecting the general easier tone. The market is described as continuing extremely dull; while prices on the domestic market have receded to 27 cents.

STILL REPORT PRICE SHADING ON RANGE BOILERS

Toronto.

Some indications of lower prices on range boilers continue to be apparent on the weekly markets. The nominal price of $9.25 on the 30-gallon standard size has been shaded in some quarters to $9.00 and then $8.75. Other reports confirm this quotation, and although the official list remains at present unchanged, this list is stated to be the recognized general nominal price list at which range boilers are now being offered. Current business in these products is described as quiet, and this condition is generally thought responsible for the desire to move stocks at the easier quotations. The following is the nominal unchanged list.

RANGE BOILERS—	Standard	Ex. Heavy
30 gallon	$ 9 25	$ 11 75
35 gallon	12 00	14 50
40 gallon	14 50	17 00
52 gallon	21 00	26 00
66 gallon	30 00	36 00
82 gallon	37 50	50 00
100 gallon	48 00	58 00
120 gallon	57 00	67 00

London Markets

LONDON, Dec. 15.—The new lower price levels recently announced on many lines of builders' hardware show a reduction of approximately 15 per cent. Quotations on steel wool are lower this week, while reduced prices are also given on castors.

Many Christmas lines are moving well and in fair proportion, but the regular cold weather goods have only recorded comparatively slow sales up to the present because of the mild weather recently experienced. Business during the past week, however, is reported as moderately good. Collections are in fair shape.

LOWER QUOTATIONS GIVEN ON STEEL WOOL

London, Ont.

New quotations now show considerable reduction in steel wool prices. The revised levels are as follows:

STEEL WOOL 1 lb. pkgs.:—No. 0—80 lb.; No. 1—60 lb.; No. 2—55 lb.

REVISED PRICES ON BUILDERS HARDWARE

London, Ont.

Many lines of builders' hardware have been reduced from 10 to 15 per cent. New quotations have been announced on door locks, knobs, door sets, latches, etc.

The revised discount on the Peterboro Lock Co., make of builders' hardware products is list less 20 per cent.

The lower prices on both the porcelain and jet styles of rim and mortise common door knobs are $2.75 per dozen.

The new net quotation on one grade of inside door sets is $7.50 per dozen.

LOWER PRICES ON CASTORS

London, Ont.

The recently revised quotations on the Gem line of furniture castors show the following lower levels:

GEM CASTERS:—

No. 351—40c. set.; No. 355—40 cts. set.; No. 451—44c. set.; No. 455—44c. set.; No. 651—53c. set.; No. 655—53c. set.; No. 751—57c. set.; No. 755—57c. set.; No. 352—34c. set.; No. 356—34c. set.; No. 452—38c. set.; No. 456—38c. set.; No. 652—45c. set.; No. 656—45c. set.; No. 752—52c. set.; No. 756—52c. set.

PUTTY MOVEMENT STILL REPORTED FAIR

London, Ont.

Current reports indicate that a fair movement is still evident in putty, although the seasonal movement has receded to some extent. Prices remain steady, at the following levels:

PUTTY—

Standards, 100-lb. drums, per 100 lbs.	6 30
Standard, 25 lbs., per 100 lbs.	6 55
Pure, 100 lb. drums, per 100 lbs.	7 80
Do., 25 lb drums, per 100 lbs.	8 05

CURRENT TURPENTINE NEEDS OF SMALL VOLUME

London, Ont.

There is a fair demand for turpentine considering the season of the year. Prevailing local quotations are now remaining at the revised levels recently announced, which are as follows:

TURPENTINE—

1 barrel lots, Imp. gal.	1 20
2 to 4 barrel lots, per Imp. Gal.	1 19
5 gallon lot, per Imp. Gal.	1 35

LOW PRICES ON LINSEED OIL REMAIN IN EFFECT

London, Ont.

The new lower prices recently announced on linseed oil, continue to remain in effect locally. There is only a fair inquiry at the present time for both raw and boiled. Unchanged quotations follow;

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per gal.	0 84	0 87
2 to 5 barrels, per gal.	0 83	0 86
6 to 9 barrels, per gal.	0 81	0 84

Less barrels, add 15 cents gal.

HAND SLEIGHS AMONG SEASONAL ACTIVE LINES

London, Ont.

Among the various lines recording special Christmas popularity are hand sleighs. Orders are small but fairly numerous at present. The quotation on the Canadian Buffalo Sled Line remains at list less 35 per cent..

MODERATE SALE FOR BARN AND MANURE FORKS

London, Ont.

Winter lines of harvest tools are now selling in average proportions. This movement covers such products as manure forks, less 60 per cent.

FAIR SALES FOR WOODEN SNOW SHOVELS

London, Ont.

Wooden snow shovels are on the market again this season, and record a popular sale in fair proportions. Following are the current quotations:

WOOD SNOW SHOVELS:—

No. 76—18" x 20" With Wood "D" Handle—$10.50 doz.; No. 77—18" x 20" With Iron "D" Handle—$11.25 doz.

GOOD SEASONAL SALE FOR SAFETY RAZORS

London, Ont.

Dealers report that there is a good Christmas sale at present for Safety razors. The quotations on the regular models are as follows:

Gillette, each .....$3.75 each
Auto Strop, each .....$3.75 each

PREPARE FOR GOOD SEASON IN HOCKEY STICKS

London, Ont.

The current movement of hockey sticks is described as of average proportions. Merchants are stocking up in anticipation of a good season in this line. Prices are at the following levels:

HOCKEY STICKS:—

Boys' Red—$3.00 doz.; Boys' Expert White, $4.00 doz.; Dominion Special—$4.10 doz.; Spalding No. 0—$8.75 doz.; Munro Professional—$9.50 doz.; Munro Hand Made—$13.50 doz.; Munro Goal—$18.00 doz.

CUTLERY LINES ENJOYING CHRISTMAS POPULARITY

London, Ont.

A good seasonable sale is now reported for such lines as pocket cutlery, carving sets, scissors and straight razors. Prices on razors show very little variation. The current quotations follow:

RAZORS:—

I.X.L. Make.

No. 5000 Black Handle—$18.00 doz.; No. 1000 Black Handle—$21.00 doz.; No. 2000 White Handle $24.00 doz.

SEASON FOR SKATE STRAPS IS NOW AT HAND

London, Ont.

With the advent of the annual skating season, skate straps are now enjoying a good demand. The current prices on these products are as follows:

SKATE STRAPS:—

Solid Leather 21"—1.45 doz pair; Solid Leather 24"—1.75 doz. pair; Solid Leather 27"—2.00 doz. pair. Canvas—21"—1.60 doz. pr.; Canvas 24"—1.75 doz. pr.; Canvas 30"—2.00 doz. pr.

NEW LOWER QUOTATIONS ON GARDEN HOSE

Winnipeg.

Prices have declined on garden hose. This change is in keeping with the easier tone which has recently prevailed in the rubber market generally. The latest garden hose prices are as follows:

GARDEN HOSE:—

½" x 3 ply—$9.50 per 100 ft.; ⅝" x 3 ply—$11.00 per 10 ft.; ¾" x 3 ply—$13.00 per 100 ft.; ½" x 4 ply—$10.50 per 100 ft.; ⅝" x 4 ply—$12.00 per 100 ft.; ¾" x 4 ply—$14.00 per 100 feet.

DOWNWARD PRICE REVISION ON CLARKS' HEATERS

Winnipeg.

Included among the items recording prices recessions this week are the Clarke's heater. These quotations have now geen revised as follows:

CLARK'S HEATERS:—

No. 5B—$2.90 ea.; No. 3D—$3.25 ea.; No. 7D—$4.50 ea.

WINDOW GLASS LIST SHOWS SLIGHT INCREASE

Winnipeg.

Although there is no serious shortage in window glass, a 10 per cent. advance in price has been recorded this week. A strong tendency to relieve any shortage that might have developed is found in the expectation that glass from Canadian manufacturing sources is likely to appear on the domestic markets at any time. Following are the revised quotations:

WINDOW GLASS:—

16 oz. 10 ft. cases:—

No. 0 to 25—$7.50; No. 26 to 35—$9.25; No. 3 6to 40—$9.25; No. 41 to 50—$10.10; No. 51 to 54—$10.40; No. 55 to 60—$10.40; No. 61 to 70—$10.80.

21 oz. 100 ft. cases:

No. 25 to 34—$14.60; No. 35 to 40—$14.60; No. 41 to 50—$15.80; No. 51 to 54—$16.35; No. 55 t o60—$16.35; No. 61 to 70—$16.95; No. 71 to 80—$17.75; No. 81 to 85—$21.55; No. 86 to 90—$22.50; No. 91-95—$24.95; No. 96 t o100—$26.80.

Loose Lights:—

60 per cent. off list prices. Packing extra.

Winnipeg Markets

WINNIPEG, Dec. 15.—Changes in the hardware markets this week show both recessions and advances. Important reductions are recorded on garden hose and automobile tires. Other declines occur on Clark's heaters and agricultural wrenches.

Premier changes in the upward direction include copper wire and window glass.

A good business is being done in seasonable lines but on the other hand there is little general change. Jobbers are optimistic regarding trade for next year and expect to see business start to pick up gradually after the holiday season.

REVISED PRICE LEVELS ON COPPER WIRE

Winnipeg.

On account of the strength recently apparent in primary copper circles, and the increased price levels on this metal, domestic quotations have also a slight increase reported this week on copper wire and it is expected that higher prices will be forthcoming in a few days on rods and sheets. The price levels on similar brass products have remained the same. Following are the present quotations on copper wire.

COPPER WIRE:—

No. 8—30c. per lb.; No. 9—30c. per lb.; No. 10—30c. per lb.; No. 11—31c. per lb.; No. 12—31c. per lb.; No. 12—31c. per lb.; No. 14—31c. per lb.; No. 16—33c. per lb.; No. 18—35c. per lb.; No. 20—35c. per lb.; No. 22—36c. per lb.; No. 23—36c. per lb.; No. 24—37c. per lb.; No. 25—38c. per lb.; No. 26—40c. per lb.

ANOTHER PRICE DECLINE ON AGRICULTURAL WRENCHES

Winnipeg.

Another reduction in prices on agricultural wrenches is recorded this week. Following are the revised quotations:

AGRICULTURAL WRENCHES:—

6 in. $5.25 per doz.; 8 in.—$6.30 per doz.; 10 in.—$7.75 per doz.; 12 in. $9.45 per doz.; 15 in. $12.60 per doz.

LOWER PRICE LEVELS ON AUTOMOBILE TIRES

In accordance with the recent decline in the primary rubber markets, new lower quotations have been recorded on automobile tires and inner tubes. Revised price listslists covering these products have now been issued showing substantially lower levels.

Pittsburg Markets

PITTSBURG.—Production of steel ingots in November was at practically the same rate as October, 44 per cent. of capacity, as indicated by the report of the American Iron and Steel Institute giving the production of the 30 steel companies which made monthly reports.

These are simply averages for the respective months, and a closer analysis can be made. September had shown a rate of 32 per cent. against 30 per cent. in August. The figures, confirmed by current information obtained in the trade, indicate that production was rising during October and falling during most of November. Roughly speaking the rate rose from 40 per cent. October 1, to 50 per cent. November 1, and that fell to 40 per cent. December 1, and that is substantially the rate at present. There is no more than a slight declining tendency just now, but a few mills will likely close for the last week or two of this month, or the first couple weeks

(Continued on page 72)

SERVICE

CONFIDENCE

FAIR DEALING

H.S.

Lowe Brothers
LIMITED

Paintmakers Varnishmakers
Colormakers
TORONTO

ESTABLISHED 1862
THE LOWE BROTHERS COMPANY
TORONTO
BOSTON NEW YORK CHICAGO KANSAS CITY

December 17th, 1921.

To Our Friends
Everywhere.

Out of your friendship has arisen the success that has marked our progress; the pleasures we have sensed, and all the worth while experiences which have gone to elevate and humanize our business.

At this happy conclusion of the year it is but natural then for me to express my personal appreciation and hearty thanks to:

Our Agents, whose confidence and enthusiasm,
Our Patrons, whose good will and loyalty,
Our Competitors, whose courtesy and respect ..
.. it has always been our privilege to enjoy.

Earnestly we hope our ideals and practices may always merit your estimation. Heartily we reciprocate your sentiments, and sincerely we wish you and yours the happiest of Christmases and a continuity of the best that this Happy Season can bring.

Very cordially yours,

R. J. Trenowerth

RJT/CMB.

Lowe Brothers, Limited.

PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

Developing Trade In Specialty Lines

Good Margin of Profit on Specialties Should Maintain Revenue In Paint Department In Cold Weather—Selecting Various Specialty Lines for Special Treatment—Stimulating Sales of Auto Specialties—Pre-Christmas Business

CONTINUING the series of articles concerning means of pushing the sale of various specialty lines during the cold weather, it is suggested that as there is a considerable field for the sale of automobile finishes at this season of the year that a number of days or a week be set aside for a drive upon this particular line. Analyzing the possibilities it is evident that an increasing number of motorists are interested in re-painting their own cars. The extent of such work will be limited only by the amount of knowledge imparted to the amateur on the subject. Many automobile owners are reluctant to attempt the re-finishing of their cars because they are aware of the dangers involved if the proper course is not followed in preparing the surface and in applying and rubbing-in the various coats of paint and varnish. Before the special sale is planned a thorough study of the requirements of various automobile body surfaces should be made so that authoritative instructions can be given.

Reaches Both Types

Much of this kind of work is done at this time of the year, due to the fact that motorists who plan to drive their cars all winter know the dangers of an inadequately protected surface against the elements of winter and the ensuing spring. The motorist who lays up his car for the winter, and these are now in the minority in most parts of the country, will take advantage of the winter months to overhaul and re-paint his car. Both types are therefore prospects at this time of year. and possibly the business is automobile paint, but there are also required such lines as steel wool, brushes for painting, dusting and cleaning. Chamois and sponge will also be needed by the motorist.

The window will provide the merchant with an effective means of stirring up local interest for an "automobile week" and in this connection a plan adopted by one hardware merchant to good advantage, will be described. He secured a section of a dismantled automobile and showed in his window that section comprising the side, doors and back. Half of each section was painted and refinished with a highly attractive shade which showed in contrast with the worn, rusty part of each section. This merchant used the following sign card in this window. "He sold his flivver for junk when all it needed was a new coat of PAINT." Such a window undoubtedly requires some time to prepare but if arranged at the right time of year it should be very effective, and of course the automobile body can be kept for future displays in season.

Auto Painting

Some merchants have found it pays to advertise automobile painting along with such a display. This work can be turned over to a local painter who has the facilities and an understanding made on the subject whereby the hardware merchant provides the paints and other such lines required. In this way a greater volume of trade has been developed in some centres, taking the advantage of the reluctance of many automobile owners to attempt such a job themselves.

Kalsomine and wall paper cleaner are other lines which can be specially featured at this time due to the fact that many property owners take advantage of the indoor months to effect a cleaning up in their house interiors for which such lines are required. Many effective window trims can be made of kalsomine due to the attractive color combinations which can be shown. With the use of wall board or similar material many harmonious combinations can be shown as suggestions for home decorating. On another board samples of the various tints might be indicated. Letters to prospects and advertisements might be used to attract prospects to the store to see the color combination suggestions and learn how they may, at very little cost, greatly improve the appearance of their home interiors.

The window will provide the merchant opportunities of various kinds. Specialty lines also serve the purpose of bringing those to the store who will be prospects for paints, enamels, brushes, etc., at this and other seasons of the year and special note might be taken of the various prospects and their requirements for following up at other seasons.

TO ERECT MANY HOMES

London, Ont.—There is every indication that all past building records here will be shattered next year. The passing of a bylaw by the ratepayers on Monday, granting $250,000 to the Western University, means that construction work will be commenced as soon as possible on new university buildings that will cost $3,000,000.

Architects state that not in many years have so many people been inquiring about plans for homes and they are looking for unusual activity along this line in the spring, especially if materials reach more reasonable levels and labor costs are lower. Two large propositions in connection with home building are planned by Mahaffy Bros. and the London Wrecking Co. The first firm plans to erect forty homes in East London and the latter twenty. These will be medium priced dwellings, for which there is a big demand, as small houses have been at a premium for more than three years here.

HARDWARE STORE ROBBED

St. Thomas, Ont.—G. A. McMurtry, hardware, was entered by robbers and a number of small articles taken.

HILLCREST
A GUARANTEE OF QUALITY

A Merry, Merry Christmas —A Happy and Prosperous New Year.

This is the wish we extend to the hardware trade at this, the closing of the year.

To our many customers we offer our thanks for your whole-hearted co-operation in the distribution in Ontario of our several lines.
May prosperity be yours in your 1922 enterprises.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

If interested tear out this page and place with letters to be answered.

WHEN IT DOES NOT PAY TO RISE TOO FAR

It is irksome not to advance rapidly. It tries one's patience. It makes one sometimes feel discouraged. But the events of the last eighteen months have brought home to many that it is dangerous to rise too far, especially in abnormal times. What has happened in a great many concerns is this: During the boom period promotions were made pretty rapidly. Things moved so quickly and money was being made so easily that promotions and salary increases were not always scrutinized with care.

Then disaster came. Boards of directors ordered drastic retrenchment. In many instances outside experts were called in to recommend reorganization of forces. Their investigations revealed that certain men were drawing big salaries for doing comparatively little work and that these men often were not of calibre warranting the salaries received. When heads began to fall, the heads of such men were the first to drop. In a great many cases, their places were taken by assistants or others who had not basked in the favor of any higher-ups and who were doing a lot of work for relatively little money.

If a list could be compiled of the dismissals during the last year of men drawing salaries of from $10,000 to $50,000 a year, it would create a tremendous sensation.

During this same period not a few able, industrious, conscientious fellows have moved upwards to fill the places of those who rose too rapidly and too far. The law of compensation may often seem to us to operate heartbreakingly slowly, but it does operate. It is safer to be paid less than one is worth than more than one is worth. That's a thought worth keeping in mind.—Forbes Magazine.

TO HELP MOVE BUILDERS' HARDWARE

LONDON, Ont.—Local hardware merchants will probably cooperate with the Builders' Exchange here in a plan to be discussed at the next meeting of the builders to put on a "Building Week." It is planned to interest the large number of prospective home builders here who have been holding off building owing to labor conditions and prices of materials, in getting work under way and it is hoped that next season will be made a record breaker in construction work. It is estimated by those in close touch with the situation that at least $4,000,000 worth of building is held over and every effort will be made to get this under way.

SAYS MARKING ACT

(Continued from page 46)

goods marked in such a way as to show his name, the name of the maker and the country of origin, for example: 'Made in Germany by H. Buker, for Clevis Bros., Montreal.' A law of this sort would force the importer of these foreign goods to come from under, or behind, and assume the full responsibility for the said goods getting into Canada.

"If there is anything wrong about such goods being offered for sale in Canada, this is the chap who is responsible. If he did not buy them and bring them in, they would not be here, then why let him blame the 'Hun' or anyone else for what is absolutely his own fault.

"There seems to be something in human nature that forces some people to boost foreign-made goods as superior to domestic products, and all you have to do to create opposition for your Canadian manufacturers is to bring in these foreign goods, marked as made in some foreign country, and you will get thousands of people to buy them, in preference to home products, and the 'mark' will do the business."

The importance of having adequate stocks of paint is emphasized in the article appearing in this section. It is pointed out that only by having sufficient quantities of paint in the various shades required can the merchant give real service to customers. How to keep such a stock without becoming overloaded in slow moving lines is outlined in the article. The paint section shown in this hardware store is kept right up near the front of the store all year around and the shelves are kept well filled up to show customers that a complete stock is available and that good service can be given them.

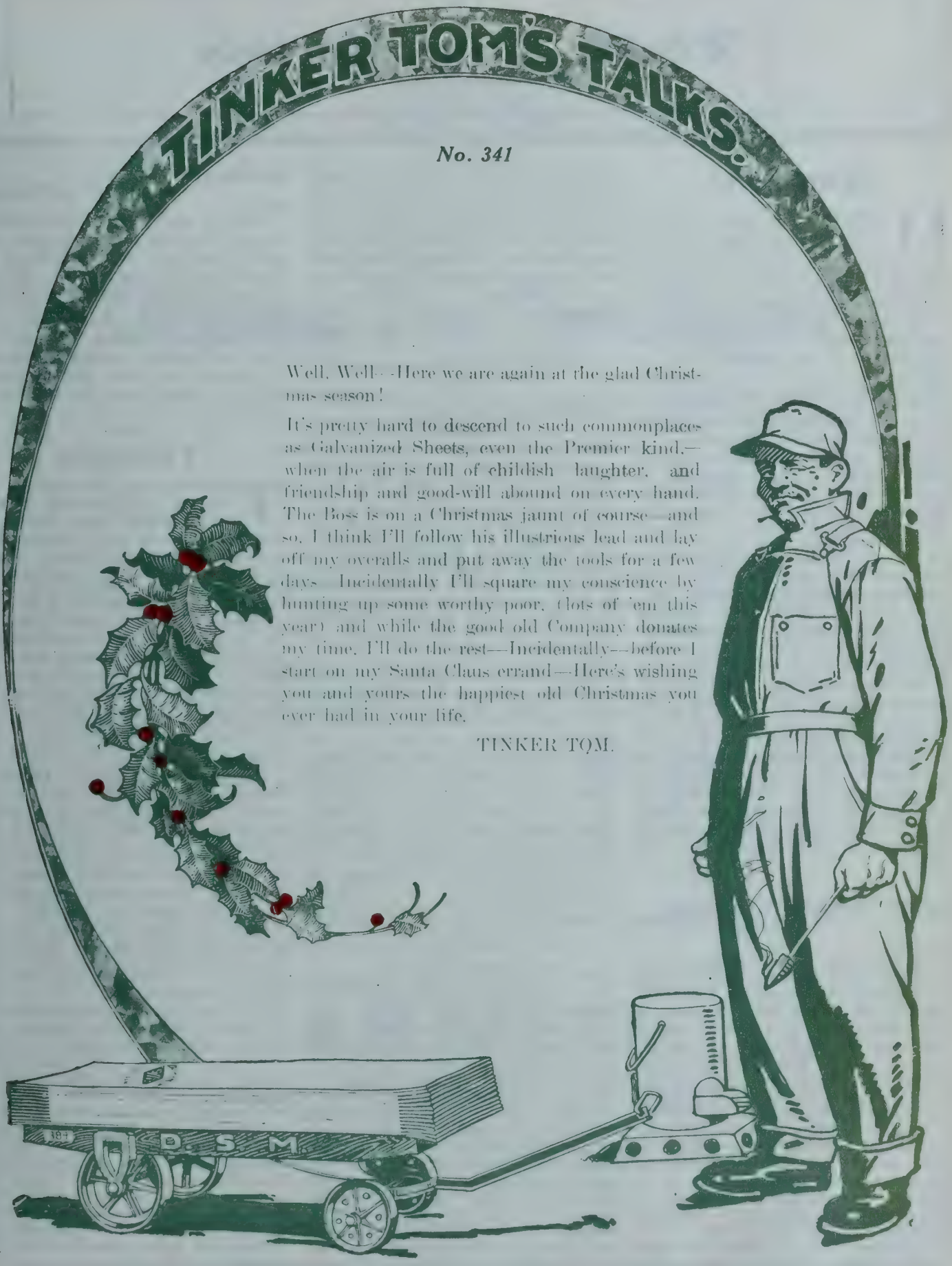
TINKER TOM'S TALKS.

No. 341

Well, Well—Here we are again at the glad Christmas season!

It's pretty hard to descend to such commonplaces as Galvanized Sheets, even the Premier kind,—when the air is full of childish laughter, and friendship and good-will abound on every hand. The Boss is on a Christmas jaunt of course—and so, I think I'll follow his illustrious lead and lay off my overalls and put away the tools for a few days. Incidentally I'll square my conscience by hunting up some worthy poor, (lots of 'em this year) and while the good old Company donates my time, I'll do the rest—Incidentally—before I start on my Santa Claus errand—Here's wishing you and yours the happiest old Christmas you ever had in your life.

TINKER TOM.



Weekly Paint Markets

Montreal

MONTREAL, December 15—Revisions in quotations on both linseed oil and turpentine again feature the current paint market. Linseed oil locally is now quoted 2 cents per gallon less, the trend being reverse to the tone of the market just one week ago when owing to a stronger tone in the flax market, oil was recorded with a firmer tendency. The present price decline is only considered another turn of the fluctuations prevalent in the oil situation for some time past, and not of any marked standing. Turpentine on the other hand is marked 2 cents per gallon higher. Closer following of market levels at primary centres, on the part of local distributors, is responsible for the present advance, as Southern markets this week show no price development of any proportion. Local quotations have for the past week been comparatively low with prevailing Savannah prices. A fairly steady situation, with a higher market accompanying the increased remand after the first of the year is looked for in this product.

Shellac prices are held with the undertone of the market still displaying a firm tendency. Window glass continues fairly active with quotations remaining unchanged. There is now a temporary lull in activities in paint manufacturing circles owing to the holiday season, but activities will be resumed immediately following the New Year. Prices on paint and all allied products are very steady.

SLIGHT DECREASE IN LINSEED OIL QUOTATIONS

Montreal.

Current quotations on linseed oil show a decrease of 2 cents per gallon, bringing present prices down to 81 and 83 cents in one barrel lots. The turn in the market was of a rather sudden nature, as last week there were indications of a firm tone owing to recent gains in the flax market. However, the present price easing is not of any serious consequence, and is only considered a turn of the fluctuations characteristic of the seed market for some time past. There is little change in outside centres, no easier prices appearing such as on the local market, and the strength, of the Argentine is expected to reflect in the near future if not at once.

A feature of the oil market this year is the continued strength shown in the closing months of the year. November and December are thought by many to be the months in which to buy oil as usually the low ebb is then reached. Not so this year, as the prices have been well maintained and all through a firm tendency has been displayed. The following are revised prices:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrel lots, per gal ...	0 81	0 83
3 to 5 barrel lots, per gal ...	0 79	0 81

Less barrels, add 10 cents per gallon.

TURPENTINE PRICES REGISTER ADVANCE

Montreal.

Local quotations on turpentine were advanced 2 cents per gallon this week, and the market level is now on a more comparative basis with Savannah prices. Within the last few weeks current levels have not been on a par with replacement costs owing to cheaper supplies available, stocks of which were not exhausted quickly owing to the current light demand. The present increase in price is of more extent in some quarters, but $1.17 is the most general.

Southern markets report continued strength. Prices are firmly held and while a slight easing is anticipated in some quarters at a not far distant date, there seems little opportunity for turpentine to go back very far. Locally there is little business, the movement almost entirely confined to small lots, and those informed look for a continued steady market with higher prices, as soon as a brisker demand is felt. Prevailing prices are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	$1.17
2 to 4 barrel lots	1 15
Broken lots	1 27

VERY STEADY MARKET ON WHITE LEAD AND PUTTY

Montreal.

The undertone of the market for white lead in oil and putty is now very steady. Raw materials are furnishing the continued unchanged situation, these remaining at favorable levels in comparison with existing quotations on the manufactured product. Little change in either line may be expected for some time, and different manufacturers have again issued present prices in pamphlet form to the trade, with the booking season now open until April next. Following are putty prices, while white lead quotations will be found on current market pages:

TEMPORARY LULL IN PAINT ACTIVITIES

Montreal.

Owing to the approach of the holiday season, orders for paints, varnishes and sundry lines have temporarily fallen off in paint manufacturing circles. At this season of the year salesmen are off the road until after the New Year, but will resume their activities early in the year when continued briskness is looked for. Paint and varnish markets in general are holding very steady with no indication of a change in the opening months of the New Year.

Toronto

TORONTO, Dec. 15.—Both the linseed oil and turpentine markets record slightly easier undertones this week, but no price variation has developed in local distributing circles. Quotations generally are remaining unchanged at the recently revised lower levels on both products, but in the case of linseed oil, some easier prices on flax seed coupled with the dull attitude of the markets, have resulted in slightly lower oil quotations in certain quarters. This downward tendency has not yet been generally effective, but the existing movement on both domestic and foreign circles is described as of a very quiet nature.

The degree of inquiry for turpentine has also been greatly restricted, but quotations have continued fairly steady at primary distributing centres in the south, and as a consequence dealers claim that there is little room for easier prices, in spite of the slack season. Producers at Savannah claim that prevailing market values are justified at this season, but large consumers are conspicuous by their absence, the current business being chiefly purchases which cannot be withheld and represent immediate requirements.

While the paint and varnish circles are displaying a lull prior to resuming operations in the New Year on an even larger scale than previously, the brush markets are recording signs of activity. Manufacturers and distributors claim that wholesalers are placing orders for spring requirements in satisfactory volume, and present indications point to another brisk season of trade in these products. Household as well as paint brushes are included in this movement, which dealers claim has been materially assisted by the substantial price reductions instituted by brush manufacturers last summer.

TRADE MARK
ARMCO
REG. U.S. PAT. OFF.

Christmas Time Once Again!

A time to lay aside our busy tasks for a moment and peep into each other's hearts. A time to reveal that sentiment of which no man is ashamed and which makes the whole world kin.

It seems almost as if everything dates from one Christmas to another. Other days live in our recollection—Christmas lives in our hearts.

We began as children by believing in Santa Claus; we end, as grown-ups, in being Santa Claus. At this season of the year we vie with each other in bringing happiness to the children, even as our own fathers and mothers before us.

If we let this heart, this sentiment, and this love of humanity, go out of our lives, there is little left but the empty shell. To the extent that we feel and understand this we respond to the Christmas spirit.

Could any event other than the birth and life of the greatest Man who ever lived have inspired humanity to this spirit of good-will toward men?

This good-will is ours to use. We can make it felt in the gleam of the eye, the warmth of the handclasp, the good cheer of the voice—and the abundance of our good-will increases the more we give it.

The American Rolling Mill Company believes this and wishes you a very Merry Christmas and Happy New Year.

ARMCO

MIDDLETOWN, - OHIO.

Toronto Office, 51 Wellington St. East

TORONTO PAINT MARKETS

(Continued from page 70)

LITTLE INTEREST DISPLAYED IN TURPENTINE

Toronto.

Only a minor degree of interest has been recorded in turpentine, and both domestic and foreign markets show practically unchanged price levels. The degree of market activity is usually restricted at this season of the year, but with quotations remaining fairly steady at primary circles, local distributors state that prevailing replacement costs leave little room for reductions. One dealer expressed the opinion that while Savannah markets retain their present level, it was difficult to see how lower prices could be introduced. It was further pointed out that the absence of demand was a factor tending towards easier quotations, but on the other hand producers claim that a firm undertone is looked for in southern markets. Domestic unchanged levels are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	$ 1 20
2 to 4 barrel lots	1 19
5 gallon lots	1 35

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots 15 cents per gallon additional.

EASIER TENDENCY STILL EVIDENT IN LINSEED

Toronto.

Contributory factors in the linseed oil markets record little variation this week. An easier tone, if anything, has developed in flax seed, which coupled with the lack of interest in oil, has resulted in some easier prices on linseed in certain quarters. Whether this tone will be reflected in domestic markets generally, is dependent upon the current fluctuations in the seed markets, as well as the ratio of oil inquiry. No buying of note has been recorded, large consumers evidently still adhering to the waiting policy. As a consequence, the current markets lack interest and trade is of a dull nature. The local quotations are generally unchanged at the following levels, but it is claimed that an active inquiry would easily succeed in shading these prices.

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 84	0 87
3 to 4 barrel lots	0 82	0 86
6 to 9 barrel lots	0 81	0 84

Less barrels, add 15 cents per gallon.

SPRING PAINT BOOKINGS ARE OF FAIR VOLUME

Toronto.

Spring bookings continue to provide interest in paint and varnish circles, with current prospects indicating many opportunities for increased business in paint and the allied products during the spring season. Quotations on all lines are unchanged, with both manufacturers and distributors stating that little price developments are looked for. Some dealers report that the proportion of bookings are satisfactory, and slightly in advance of the similar business recorded at this time last year.

EARLY BOOKINGS FOR SPRING BRUSH REQUIREMENTS

Toronto.

Brushes are now attracting attention, especially among manufacturers and wholesale houses. With orders now being placed for early spring requirements, preparations are under way for a brisk season in these products. No great volume of activity is expected however, until the annual inventory period is safely negotiated. With both collective and individual efforts concentrated upon making 1922 a new record in the history of the paint industry, a direct reflection of this anticipated activity is naturally looked for in the brush trade.

WINDOW GLASS MOVEMENT NOW OF QUIET NATURE

Toronto

Fair weather conditions have primarily assisted in prolonging the current movement of window glass, although the degree of activity in this product has greatly subsided from the brisk trade recorded during the months of October and November. The appearance of the domestic window glass on the markets has naturally relieved the situation, and no shortage is now referred to. While the closing of navigation tends to render Belgian shipments of minor importance, it is expected that the balance of the season's requirements will be easily available. Prices are continuing of a firm nature, but unchanged at the revised net list.

PITTSBURGH MARKETS

(Continued from page 64)

of January, producing a dip in production at that time. The point is that mills in general have been making a special effort to run for the purpose of providing their workmen with some holiday money.

What everyone is interested in, of course, is how production and consumption compare, with what may reasonably be expected for the future. There has been a good bit of loose thinking on the subject of whether business has been bad or good and how it is likely to be in the next six months. Right now there are predictions that steel business will be "good" by early spring, and other predictions that it will not be "good" before the middle of the year. When put in that form the predictions seem to be opposed, and yet investigation shows they are not so much opposed after all. The difference is not so much in the tonnage demand that men expect, as it is in the tonnage they take as a basis for making "good" business. This divergence arises from the fact that capacity has increased so greatly. In ingots, capacity is now about 52,500,000 gross tons a year. Prior to 1912 the largest production was the 25,200,000 tons made in 1910. Prior to that, 1906 and 1907 were years of great activity all around, and production in each year was about 22,000,000 tons. A 50 per cent. operation now, however, would make 26,000,000 tons. Considering how much construction work, railroad development and general steel consumption there was in 1906, 1907 and 1910, a 26,000,000 ton production in 1922 would look fairly large. On the other hand a 50 per cent. operation would look quite small. It is chiefly on account of this difference that some observers predict that business will be good and some predict that it will be poor. Both are thinking, probably, of about the same tonnage, a rate of production in the first half of next year of between 26,000,000 and 37,000,000 tons, which would be between 50 per cent and 70 per cent of capacity, big one way, small the other way.

A great deal of harm to business is being done by two things, first, the concept that "iron is the barometer of trade" and second, that business cannot be good until freight rates are reduced. Rates in general will hardly be reduced in less than about three months, and they will not be very greatly reduced even then. It is wasting time to wait on the reduction.

Channels of Consumption

The direct consumption of steel, in nails, tin plate, many forms of sheets, oil country goods, etc., is practically normal and is greater than in 1910. The consumption in construction is decidedly light, and that is the chief thing that makes such a hole in consumption in general. Consumption in machinery making is at the moment relatively light but plainly will increase since machinery, tools, etc., are essentials for the common everyday activities of the people. From this viewpoint the country can be decidedly active and prosperous in the first half of 1922 without giving steel producing industry anything like full employment. Automobile factories, foundries and machine shops, mines and factories generally can be very active, and get all the steel they need without the steel industry operating at more than between 50 and 75 per cent. and incidentally they may get it cheaper, which certainly will not be to their disadvantage.

The Markets

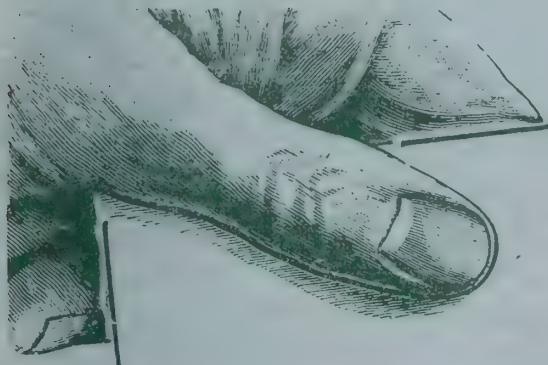
The finished steel markets generally have been very quiet in the past week, and that is the chief reason for the above digression. The quieter conditions began about the middle of October and the quietness increases as the year-end is approached. Tubular goods are an exception, there having been quite an active demand up to date, there being heavy demand for line pipe, moderately heavy demand for oil country goods generally, and a fair demand for standard pipe. The mills are operating on an average at between 70 and 75 per cent. the best rate shown for any of the finished steel products.

Finished steel prices show scarcely any change at all from week to week

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



The Season's Greetings

We desire to express our appreciation of your patronage during the past year and extend to you Heartiest Greetings and Sincere Good Wishes for your health and happiness at Christmastide and throughout the New Year.

The J. H. Ashdown Hardware Co., Limited
Calgary Winnipeg Saskatoon

The J. H. Ashdown Hardware Co., Limited
Calgary Winnipeg Saskatoon

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short ...	.....	$10 00	10 70
BB Caps ...	.....	.....	$ 7 00
22 S. Mush ..	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush. .	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle ...	....	14 00	17 50
25 Short ...	$23 50	.....	.....
25 Long ...	33 00	.....	.....
32 Short ...	28 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser .	.....	.....	91 00
32 S. & W..	38 50	.....	42 00
32 S. Colt ..	35 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W. .	.....	.....	54 50
44 G. Getter .	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target .	.....	.....	95 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage .	.....	.....	144 50
303 British .	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special ...	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405 ..	183 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz. ..	14 25	15 50
Hunters' axes, doz..	13 50	14 50
Single bits, doz. ...	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...$0 50 Group 3 .$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6... 2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16....	$ 6 00	18-16....	$12 00
4-16....	5 00	19-16....	14 00
5-16....	5 00	20-16....	14 00
6-16....	5 00	21-16....	16 00
7-16....	5 00	22-16....	16 00
8-16....	5 00	23-16....	18 00
9-16....	6 00	24-16....	18 00
10-16....	6 00	25-16....	21 00
11-16....	7 00	26-16....	21 00
12-16....	7 00	27-16....	24 00
13-16....	8.25	28-16....	24.00
14-16....	8.25	29-16....	27.00
15-16....	9.50	30-16....	27.00
16-16....	9.50	31-16....	30.00
17-16....	12.00	32-16....	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do. car bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 10%.

Gilmour Eye Augers, add 5%.

Irwin Auger Bits, add 5%.

Do., car bits, less 7½ per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal) ..	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back ...	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	8 75
30-gal. extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts, ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

Tapped add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
do., Tornto	0 23
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto, ...	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings............	$ 6 65
No. 5, standard............	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel $4 00

Less car lots—

Per bbl., f.o.b. yard $4.75

Per bbl, delivered 5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.

Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch		19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

Electric Weld

	Proof	B.B.B.
7-16 in.	11 25	13 25
½ in.	11 00	12 50
⅝ in.	11 25	12 80
¾ in.	11 00	12 50
3-16 in.	$17 80	$20 25
⅜ in.	11 75	13 75
¼ in.	16 25	18 70
5-16 in.	13 75	15 50

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.: F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz

No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 30
Plain Tinned, 16 oz. and heavier, lb. ..	0 37	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.

F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS— Doz.

Cast, Champion, 5 inch ...	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

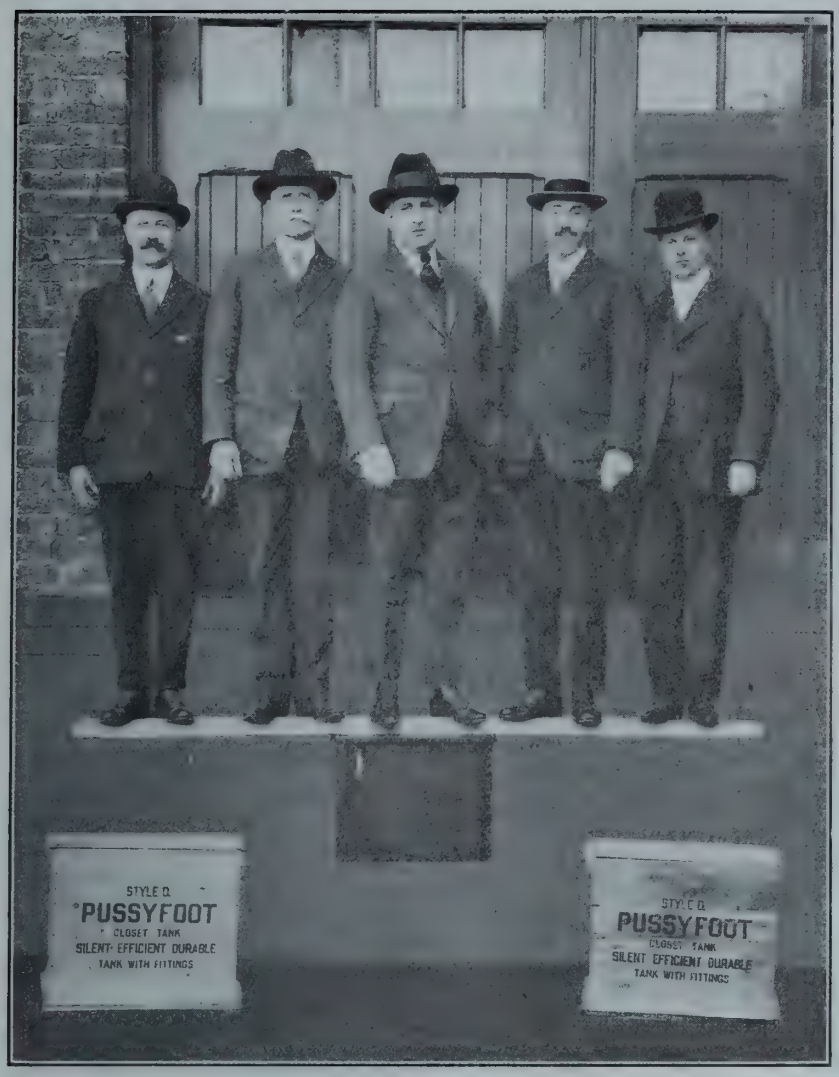
2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32. 55c; ¼, 60c; 9|32, 65c; 5|16, 70c. 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.



TESTING THE STRENGTH OF HANGER

Another Excellent Feature of the

"PUSSYFOOT" Closet Tank

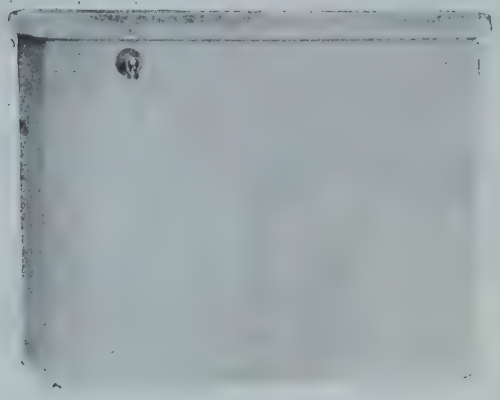
is that the strength of the hanger is absolutely guaranteed and is illustrated by the test of its ability to support the weight of

FIVE MEN

Not only is the "Pussyfoot" the most attractive looking tank in Canada to-day, but it has a life-long guarantee.

The tests tell you why you can recommend it with confidence

Specify "Pussyfoot" to your jobber.



ORDER ONE DOZEN "PUSSYFOOTS"
FROM YOUR JOBBER

FITTED WITH
"PUSSYFOOT" SILENT BALL COCK
"PUSSYFOOT" LEVER ACTION

You will like the large Silence Chamber

THE CANADA METAL CO., LIMITED

Hamilton Montreal TORONTO Winnipeg Vancouver

We make* SHEET METAL, LEAD PIPE, SOLDER, *and Everything for the Plumber

If interested tear out this page and place with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅜	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	20%	25%
Malleable bushings	30%	28%
Cast bushings	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid		28%
Plugs, countersunk	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 54	0 67
B	0 22	0 32
C	0 14	0 22

NIPPLES, WROUGHT

Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
time Provinces.

GRINDSTONES

Under 40 lbs. weight.	Per Cwt.
Smaller than 2 inch face	$5 25
Two-inch and over	4 50
40 to 80 lbs. weight.	
Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES

	Doz
No. 22	8 67
No. 33	9 37
No. 2½	10 00
No. 3	11 50

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.

Dodson $4 60

HAMMERS, NAIL

	Doz.
No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST

No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)

All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.

Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING

	Per Doz
No. 1	$10 25
No. 2	11 25

HATCHETS, LATH

No. 3	$10 25
No. 4	11 25

HATCHETS, BARRELLING

Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	$10 00
Heatray Heater	12 00

Discount 25%-33%, according to quantity.

Majestic, 1 Burner	$11 00
Do., 2 Burner	16 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES—Blind. .... Doz. sets.

Clark's No. 1. .... $2 22

HINGES, SPRING

No. 200 and No. 20, per gross	25 00
Ajax Floor No. 3111, per set	1 85
Reliance Door No. 270.	
Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.

Discount 25%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $9 25

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$13 25
Do., ⅝ in., 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96	21 per lb.
48 x 96	21c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

These prices nominal.

IRONS (SAD)

Potts, polished, per set	$ 1 90
Potts, nckel plated, per set	1 95
Potts handles, japd., grs.	20 75
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC

Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS.

	Per doz.
Short or Long Globe, plain or jap'd	$12 00
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	15 75
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine rubq.	5 40 doz.

F. o. b. Factory.

LATCHES—

	Per doz.
Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century. Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—

Cutter, doz.	$11 50
Pick, doz.	11 50

F.o.b. Montreal, Toronto, London, Hamilton

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS—

	Doz. net.
Liquid Veneer	$20 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 35
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 60
Crank wringing	7 35
Smarts'	4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier. 25c over base.

Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto to $4.25 base.

Owen Sound or Collingwood, $4.25 base.

F.o.b., Montreal, $4.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.

Sault Ste. Marie, Port Arthur, Ft. William $4 75 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

Montreal, $4.85; London, $4.95; base; Toronto, $4.85.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

reetings.

At a time when the spirit of Friendship "Covers The Earth" it is a pleasure on our part to extend to the Canadian Hardware Trade, collectively and individually, our sincerest wishes for a very Happy Christmas. And we greet in a particular way those dealers with whom we are directly associated in the distribution of the Paint Products that "Cover The Earth."

May the coming year witness a continuance of our good relations and prove a year of unprecedented prosperity for you all.

THE SHERWIN-WILLIAMS CO.

of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG
OFFICES & WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, CALGARY, VANCOUVER, HALIFAX, N. S., LONDON ENG.

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible—	Per rod.
1848	0 80
2060	0 88

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 85
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1	$15 00
Plumbers'	7 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 21
Palacine, gal.	0 24
Gasoline, net, gal.	0 32½

Above prices net.

	Gallon
Black oil (summer)	0 23.1
Black oil (winter)	0 24.1
Capital, cylinder	0 75.6
Mach. oil, reg. grades	0 43.6
Imperial gas engine oil	0 63.6
Paraffine	0 23.6

List, less 10% on above.

Imperial kerosene, **tractor hy, $1.**

Do., do., ex. heavy **$1.10**

List less 15 **per cent.**

Polarine, per gal, list	1.15
Polarine, medium, list	1.15
Polarine, heavy, list	1.15
Polarine, ex-heavy, list	1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 70
Gargoyle Mobiloil, BB	1 70
Gargoyle Mobiloil, A	1 60

List, less 25 per cent. on above.

Fuel oil, bbl., net	0.11.60
Do., tank wagons, net	0.10.60
Do., tank cars, net	0.09.60

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute	$0 17
Coarse jute	0 18
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1, Anch	1 25	1 25
Do., No. 2, Anch.	0 70	0 60
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 35	1 35
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 25	1 25
Do., tarred	1 35	1 35
Joliette Sheathing	0 70	0 70
Do., tarred	0 85	0 85

	Per 100 lbs.
Monarch Sheathing, white	5 75
Do., gray	4 75
Straw sheathing, heavy dry	3 15
Red Star heavy tarred straw	3 40
Imp. White Sheathing	5 75
Imp. Grey Sheathing	4 75
Scythe rand dry straw	3 15
Spruce Sheathing, 36" and 72" wide	7 25
Asbestos Sheathing	10 00
Carpet felt	3 90
Tarred felt, 7, 10 and 16 oz.	3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

Solpar

Barrels (200 lbs.), per lb.	0 14
2-lb. pkgs, case lots, lb.	0 16
1-lb. pkgs., case lots, lb.	0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	$2 25
4 gross (cartons), 4 in.	2 25
Spring, 2 grs. box	1 90

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 53. Sept. 22, 1921

Standard Butterweld Pipe S-C.

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in.	$ 6 00	$ 8 00	$	$ ....
¼ in.	4 20	6 30	7 20	9 30
⅜ in.	4 20	6 30	7 20	9 30
½ in.	5 36	6 97	7 48	9 10
¾ in.	6 44	8 28	9 09	10 93
1 in.	9 18	11 90	12 92	15 64
1¼ in.	12 42	16 10	17 48	21 16
1½ in.	14 85	19 25	20 90	25 30
2 in.	19 98	25 90	28 12	34 04
2½ in.	31 59	40 95	.....	.....
3 in.	41 31	53 55	.....	.....
3½ in.	53 36	68 08	.....	.....
4 in.	63 22	80 66	.....	.....

Standard Lapweld Pipe S.C.

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	$23 68	$29 60	$31 82	$37 74
2½ in.	35 10	44 46	47 97	57 88
3 in.	45 90	58 14	62 73	74 97
3½ in.	54 28	70 84	74 52	91 08
4 in.	64 31	83 93	88 29	107 91
4½ in.	72 39	92 71	1 04	1 24
5 in.	84 36	108 04	1 21	1 45
6 in.	1 09	1 40	1 57	1 88
7 in.	1 45	1 88	2 02	2 45
8 L in.	1 53	1 98	2 13	2 58
8 in.	1 76	2 28	2 45	2 97
9 in.	2 14	2 76	2 97	3 59
10 L in.	1 98	2 56	2 75	3 33
10 in.	2 55	3 30	3 54	4 28

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$18 40
3 in. in 10-ft. lengths, list.	22 30
4 in., in 10-ft. lengths, list.	29 60
5 in., in 10-ft. lengths, list.	40 00
6 in., in 10-ft. lengths, list.	49 00

Less 70 per cent.

F.o.b. Toronto, Ottawa, Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.

2 in., 3 in.	25%
4 in.	30%
5, 6 in.	30%
8 inch	net

SOIL PIPE FITTINGS

2, 3, 4, 5, 6 in.	40-10%
8 in.	net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN

20x28x100 lb. basis, box	$17 50
20x28xIC,112s, box	18 00
20x28 IX, 112s, box	20 00
20x28 IXX, 56s, box	11 25
20x28 IXXX, 56s, box	12 00

PLATES, CHARCOAL, TIN Nominal

TERNE PLATES

IX, 20 x 28, 56s	$14 00
IXX, 20 x 28, 56s	16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets	$12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 40
12-oz bottles	4 80
1-qt. can	12 00
½-gal. cans	20 00
1-gal. cans	28 00

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 84

PULLEYS—	Doz.
Axle—No. 1, 1¾ inch	0 80
Do., 2 inch	0 90
Do., 2¼ inch	0 95
Palmer's	0 90

PULLEYS, Clothes Line—	
No. 58 jap'd	$4 35
No. 158, galvanized	4 45
No. 59 jap'd	4 45
No. 159, galvanized	4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 20% from standard list.

No. 3....10 75

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

	Toronto
Samson, 1 ply, roll	$ 2 65
Samson, 2 ply, roll	3 10
Samson, 3 ply, roll	3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement—		
Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—	
In bbls., per gal.	0 60
In ½ bbls., per gal.	0 65
In 5s and 10s	0 70
1 gal. cans, per doz.	9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis	0 23
Beaver Manila basis	0 19
New Zealand hemp basis	0 19
Sisal basis	0 17

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c. 3-16 in., 2½c extra.

Single lathe yarn basis	0 17
Double lathe yarn	0 17½
Yacht marline, tarred	**57**
Halyards	**50**
Beaver Halyards, wht. pol, ¾ in. basis	0 35
Hemp, deep sea line basis	**50**
Hemp, tarred ratline basis	**48**
Hemp, tarred bolt rope basis	**46**
Marline and Houseline	**46**

NOTE.—**Extra charge for shorter lengths than half coils, 2c per lb additional.**

Italian rope prices on application

Cotton, ⅛ in.	0 51
Do., 5-32 in.	0 50
Do., 3-16 in.	0 47
Do., ¼ in. and up	0 45

F.o.b. Toronto, Montreal, London Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, less 5%

Star sandpaper, less 5%

B. & A. emery cloth, plus 25% list.

F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.

F.o.b. Toronto, Montreal. Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F.H., bright	82½%
Wood, R.H., bright	80 %
Wood, O.H., bright	80 %
Wood, F.H., brass	77½%
Wood, R.H., brass	75 %
Wood, O.H., brass	75 %
Wood, R.R., bronze	72½%
Wood, O. H., bronze	70 %
Square cap	40 %
Hexagon cap	40 %
Set Screws	70 %

SCREWS, IRON BENCH, No. 14

1 in.	$11 25
1⅛ in.	13 50
1¼ in.	15 65

SCYTHES

	Doz.
Cast steel	15 00
Golden Clipper	16 00
Little Giant	17 00
Bush	16 00

SNATHS

	Doz.
99 Patent	$17 50
1 loop	16 80
2 loops	15 80
3 loops	14 70
Bush	18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

SOLDERING COPPERS

See Coppers.

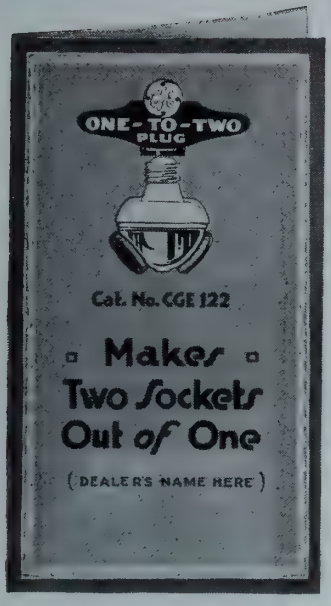
SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

Attract Attention – Arouse Interest– Stimulate Desire



The Three Functions of a Good Display

The C.G.E. One-To-Two Plug, conforming to the C.G.E. merchandising policy of packing wiring devices in individual and artistically labelled cartons, is meeting with an enthusiastic reception everywhere.

C.G.E. Wiring Devices, with their dis inctive orange and blue labels, practically sell themselves. For example, by dressing your window with One-To-Two Plugs, you cannot help but develop an excellent display which will have its effect on your cash register. The striking design of the cartons showing the adaption of the plug to one or more of its many uses and the message that it makes "Two Plugs out of One" will attract attention—rouse interest and stimulate desire.

A supply of imprinted folders will be forwarded upon request.

Canadian General Electric Co., Limited

Head Office - TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 2 00 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $8 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun. No 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks 70/15%
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50 ft.	Challenge, Stl.	4 95
103—50 ft.	Reliable Jr., Stl.	5 25
243—50 ft.	Rival, Steel ...	4 40
553—50 ft.	Steel	3 95
1243—50 ft.	Rival Jr., Steel .	4 06
603—50 ft.	Metallic	3 17
604—66 ft.	Do.	3 54
403—50 ft.	Linen	2 39
		Dozen.
713—50 ft.	Ass Skin	6 15
714—66 ft.	Ass Skin	7 37
143— 3 ft.	Steel Pocket ...	7 27
145— 5 ft.	Steel Pocket ..	9 20
175— 5 ft.	Linen Pocket .	6 35
165— 5 ft.	Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 50
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick. cyco bear..... 53 00

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/15%

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 40
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway 25-10%
Jenkins Gate Valve 25%
Jenkins Globe 19%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%
F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 25%
Regrinding Valves 20%
Swing Check Valves 10%
Compodisk Valves 20%

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, advance 33 1-3 per cent.
Scotch Grey Ware, 45/5 per cent.
Colonial, 25 per cent.
Imperial ware, 25 per cent.
Pearl, 25 per cent.
Premier, list.
Canada Ware, list.
Crescent, 45/5 per cent.
Diamond, list.
White Ware, 40 per cent.
Japanned Ware, list, plus 10%.
Japd. Ware, White, list, plus 20%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped Ware, plain, 50 per cent.
Stamped Ware, retinned, 40/10%.
Copper Bottoms, plus 50%
Tinners' Trimmings, plain, 35%
Tinners' Trimmings, retinned, 20/10%
Tinners' Trimmings, General, list, plus 50%
Factory Milk Cans, list, plus 40%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 47½%
Railroad Cans, list, plus 40%
Sheet Iron Ware, list. plus, 33 1-3%.
Pieced Ware, ordinary, list, plus 40 per cent.
Pieced Tinware, C.B., list, plus 50 per cent.
Fry Pans, Acme, 25 per cent.
Fry Pans, Quick Meal, plus 20%.
Spiders, steel, plus 20%.
Fire Shovels, japanned, list, plus 30 per cent.
Steel Sinks, galv'd, list, plus 20%.
Steel Sinks, painted, list, plus 20%.
Light Galv. Pails and Tubs, list plus, 20%.
Heavy Galv. Pails and Tubs, list plus, 20%.
Hollow Ware, add 40%
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus 45%.
Galv. Coal Hods, list, plus 45%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15 per cent.
Copper Boilers, 10 per cent.
Copper Tea Kettles, list, plus 10%.
Copper Tea and Coffee Pots, list, plus 10 per cent.
Stove and other Pipe, list, plus 40%
Stove Pipe Elbows, black and galv list, plus, 12½ per cent.
Stove Pipe Thimbles, 40/10%.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., [illegible] in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	M [illegible]
Section, 1 lb., per 100 lbs.	$2 75	$3 75	$4 00
Section, ½ lb., per 100 lbs.	2 85	4 25	4 50
Solid, 3 to 30 lbs., per 100 lbs.	2 50	3 10	3 50

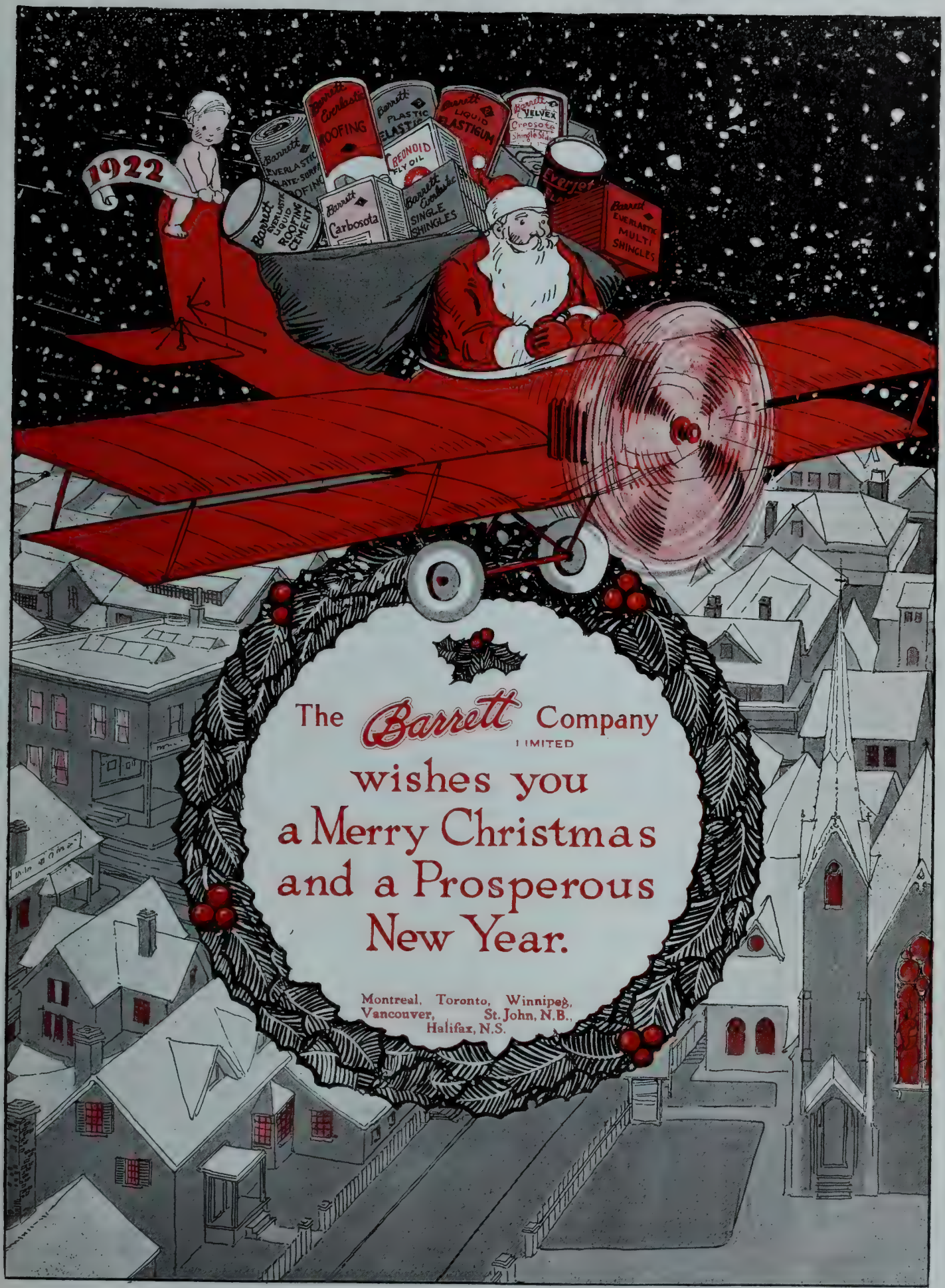
WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 70
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern, 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent.
Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.


1922
Barrett Everlastic ROOFING
Barrett PLASTIC ELASTIC
Barrett LIQUID ELASTIGUM
Barrett YELVEX Creosote Shingle Stain
Everjet
Barrett EVERLASTIC MULTI SHINGLES
Barrett EVERLASTIC LIQUID ROOFING CEMENT
Barrett EVERLASTIC SLATE-SURFACE ROOFING
Barrett Carbosota
Barrett Everlastic SINGLE SHINGLES
REINOID FLY OIL
The Barrett Company LIMITED
wishes you a Merry Christmas and a Prosperous New Year.
Montreal, Toronto, Winnipeg, Vancouver, St. John, N.B., Halifax, N.S.

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ocre, 100-lb. kegs .... -05
White ochre, 100-lb. keg.. -06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto

CEMENT and BRICK COATING—
per gal.
Ad-el-ite, white $4 00
Ad-el-ite, tints 3 75

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 36
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7,43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 23
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro, ... 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Floglaze 4 50
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .-50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c: London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per Maritime differential 50c per 100 lbs. over Montreal.
100 lbs.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure ...	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure ..	12 75	13 20
Elephant Genuine ..	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white ... 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white| 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Lowe Bros., H. S. White, No. 328 ... ... 3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white 3 45
Martin-Senour, Neutone, colors 3 35
Martin-Senour, floor paint .. 3 85
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor **3 60**
Sherwin-Williams, porch paint 3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors 3 60
Pearcy's Prepared, white 4 00
Pearcy's Prepared, floor 3 30
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint—
Mont. Tor.
Barrels, per gal..... 0 80 0 80
Half-barrels, per gal. 0 85 0 85
5s and 10s, per gal... 0 95 0 95
1s, per case, doz. .. 12 00 10 50
Everjet Black Enamel—
Crates 2 doz., 8 oz.. $1 45 $1 45
Crates 12 doz., 8 oz. 1 40 1 40
1-gal. cans, gal ... 1 50 1 50
5-10 gal. cans, gal... 1 35 1 35
Barrels-half bbls., gal 1 25 1 25
Carbosota Liquid Creosote Oil—
Barrels 0 60 0 60
Half barrels 0 65 0 65
5s and 10s, gal ... 0 75 0 95
1s (case 12 gals.)... 8 50 9 50
H. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC Pure White. Pure. Orange.
Per Gal.
In bbls. 4 65 4 15
Gal. jugs 5 00 4 50
F.o.b. Toronto. London, Montreal.

SHINGLE STAINS

	Ord. Colors.	Greens
Sherwin-Williams .	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours ..	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint, ...	1 75	2 00
O.P.W. Creolin ..	1 30	1 50

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
High Standard 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 00
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P & L. No. 61 ..... 5 00
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing . 4 85
Kyanize Interior and Floor.. 4 80
Luxeberry light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..... 3 00
"C.D. Big 4" Exterior..... 5 00
"C.D. Big 4" Interior..... 4 50
"C.D. Big 4" Floor 4 40
C D General Purpose 4 10
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite 4 00
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto

WATER PAINTS
Rockface, bbls., 250 lb. 0 05
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)
White. Colors.
Frescota $7 50 8 50
5-lb. pkgs.
Decotint 8 50 9 00
Coralite 9 00 9 00
Perfecto 8 50 9 50
Solpar 0 40
C. D. Wall Coating, white... 8 75
Do., colors 9 25

Hygienis Kalsomine. per 100 lbs.
White Tints.
300 lb. bbls. $7 00 $8 00
100 lb. kegs 8 00 9 00
Cases of 25 pkts. .. 10 00 11 25

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . 0 10
Keen.. . . ..0 09

Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Lion Brand 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 45
Champion white 0 50
Ad-el-ite paste 0 46
F.o.b Montreal, Toronto.

WHITING
Gilders, bolted, in bbls. 3 50

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.55
F.o.b. Montreal, Toronto, London.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNTTION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps .	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$28 50	.....	.....
32 Short ...	28 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	38 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	188 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16......	$6 00	18/16......	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $5.20 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1" x 4" $4.90 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.65 base. Rounds over 2¾ in. to 6 in., $6.15 base. Swedish iron, $8; sleighshoe steel, $6 25; spring steel, $6.50; machinery steel, $8

BARS, CROW, $10.00 per 100 lbs.;

BELTING

In sides tanned, $2.50 per lb. cut, $3 00 per lb.; rawhide, sides, $2 50 cut $3 00

Blue Stone (Vitriol), 11½c

BELTING

Rubber, 6 in. and under 64%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $9.75; No. 1, $10.00; No. 2, $10.50; No. 3, $11.50; No. 4, $13.75.

Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	8 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 85

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25
150 ft x 19 ga.	10 50

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank...	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%
Unions, "Dart"—	
¼ to 2-in.	.29% off
⅛, 2½, 3½ and 4-in. .	15% off
Nipples, 4 in. and under	45%

FRY PANS Each

Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25

HARVEST TOOLS, 60 per cent.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No, 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs...........	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS' Doz.

No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7 20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50

HORSESHOES

Iron, No. 0 to 1, $9 75; No. 2 and larger, $9 50; snowshoes, No. 0 to No. 1, $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in x 3 ply	9 50
⅝ in. x 3 ply	11 00
¾ in x 3 ply	13 00

IRON GALVANIZED

Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 10
Mrs. Potts', No. 50, set	2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.45; 5 ft., $1.75; 6 ft., $2.15; 7 ft., $2.50; 8 ft., $2.85; 10 ft., $4.05.

LADDERS, EXTENSION

20 to 32 ft., per ft., 32½c; 36 to 40, 35c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2. Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	....	7 40	7 85
K—3-blade	9 60	10 25	10 40
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 45

NAILS

Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

To Western Hardware Dealers

Leading manufacturers and distributors listed on this page have advertised to 75,000 of the West's best farmers during 1921 through the Nor'-West Farmer. Their products are well and favorably known to your best customers and have been the best sellers this year—farmers buy 85% of the goods sold through retail stores in the West. Make sure of quicker turnover and bigger profits in 1922 by stocking goods advertised in The Nor--West Farmer.

Alberta Dairy Supplies, Ltd.
Alabastine Co., Ltd.
Andrews Wire Works of Can., Ltd.
American Pad & Textile Co.
Ames-Holden-McCready Co., Ltd.
Anthes Foundry Co.
Banwell Hoxie Wire Fence Co.
Beatty Bros., Ltd.
Beaver Board Companies.
Boston Varnish Co.
Breen Motor Co., Ltd.
Brandon Pump Co.
Brandram-Henderson, Ltd.
Brantford Cordage Co., Ltd.
Burlington Products, Ltd.
Cadillac Motor Sales Co.
Canada Dry Cells.
Canadian Steel & Wire Co., Ltd.
Canadian Oil Companies.
Canada Paint Co.
Canadian Linderman Co.
Clare Bros. Western, Ltd.
Cockshutt Plow Co.
Chicago Flexible Shaft Co.
Champion Spark Plug Co. of Canada, Ltd.
Coleman Lamp Co.
De Laval Co., Ltd.
Dominion Rubber System
Thos. Davidson Mfg. Co.
Delco Light Co.
Dominion Steel Products, Ltd.
E. B. Eddy Co., Ltd.
Fortuna Cream Separator Co.
Flexible Shaft Co., Ltd.
Frost Steel & Wire Co., Ltd.
G. L. Griffith & Sons, Ltd.
B. F. Goodrich Rubber Co.
Gurney North West Foundry Co.
Gutta Percha & Rubber Co.
Goodyear Tire & Rubber Co., Ltd.
Hudson Mfg. Co.
Hall-Zryd Foundry Co.
Imperial Oil Co., Ltd.
Ideal Fence & Spring Co. of Canada.
K. & S. Tire & Rubber Co.
R. A. Lister & Co.
Lisle Mfg. Co.
Lodge Plugs, Ltd.
Louden Machinery Co.
London Concrete Machinery Co.
McClary Mfg. Co.
Marshall Wells Co., Ltd.
Martin-Senour Co., Ltd.
Manitoba Gypsum Co., Ltd.
Maytag Co., Ltd.
Metallic Roofing Co., Ltd.
Monitor Stove Co.
Neverslip Works, Ltd.
Northern Electric Co.
North Star Oil & Refining Co.
Peters Pump Co.
Pedlar People, Ltd.
Pease Western Foundry, Ltd.
Planet, Jr., Implements.
A. Ramsay & Sons Co.
Richards-Wilcox Canadian Co.
A. Schrader Son, Inc.
Simonds Saw Co.
Sheet Metal Products.
Shinn Mfg. Co.
Standard Chemical Co.
Stromberg-Carlson Telephone Mfg. Co.
Standard Paint Co.
Swedish Separator Co.
Tudhope Anderson Co., Ltd.
Western Steel Products.
Western Clock Co., Ltd.

Ask any Agency or Us

The Nor'-West Farmer

The Pioneer Farm Journal of Western Canada

Member A. B. C.

WINNIPEG, CANADA

Toronto
J. B. RATHBONE
95 King St. East

Montreal
J. B. RATHBONE
Transportation Bldg.

Eastern United States Office
WALLACE C. RICHARDSON, Inc.
95 Madison Ave., New York, N.Y.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon

Kerosene 0 23½
Gasoline 0 36½
White Rose Gasoline 0 39½
En-ar-co Motor Oil, med. and heavy 1 10
Do., ext. heavy 1 10
Black (summer) 0 32
Black (winter) 0 33
Imperial kerosene tractor. 1 00
Capital cylinder 0 83½
Castor machine 0 49½
Imperial gas engine 0 66
Discount 10%.
Polarine 1 25
Polarine A 1 25
Polarine heavy 1 25
Gargoyle Mobile A 1 71½
Gargoyle Mobile B 1 81½
Gargoyle Mobile BB 1 81½
Gargoyle Mobile E and Arctic 1 56½
Fuel oil 0 14
Discount 25%.
Wm. Penn Motor, medium 1 25
Do., heavy 1 25
French C, medium 1 00
French A, heavy 1 00
Transmission, No. 1 .... 1 00
Steam sylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century Caster Machine ... 0 52
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED

See weekly report.
(1 gallon can basis)

Stephens' white 4 10
Stephens' colors 3 75
Stephens' floor 3 70
Silkstone white 3 60
Silkstone colors 3 50
Stephens' barn 2 50
Stephens' barn, extra color 2 35
Lion white 4 10
Lion colors 3 75
H. D. floor 3 70
Velvetone white 3 60
Velvetone tints 3 50
Ramsay's white 3 95
Do., colors 3 60
Dultone, white 3 60
Do., colors 3 50
Martin-Senour, white 4 10
Senour's floor 3 70
M.S. Neutone, white 3 60
M.S. Neutone, colors 3 50
M.S. Red Schoolhouse 2 40
M.S. Standard Barn 2 15

PAPER, BUILDING

Dry Fibre, No. 1 .... $1 25
Sunrise 1 00
Anchor, tarred 1 45
O.K. tarred 1 45
Tarred Felt. 5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 68
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	99 50
4½ in.	88 85	113 20
5 in.	103 60	122 09
6 in.	134 40	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $365 each! No. 4, $3.85 each.

PUTTY

100-lb. irons $5 00
20-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22½c.; ⅜ in., 22c.; 7-16 in., ½ in., 9-16 in., 21½c.; ⅝ in., 21c.; ¾ in., and larger, 20½c.

Pure Manila.—¼ in., 5-16 in., 26½c.; ⅝ in., 26c.; 7-16 in., ½ in., 9-16 in., 25½c.; ⅝ in., 25c.; ¾ in. and larger, 24½c.

Sisal.—¼ in., 5-16 in., 20½c; ⅜ in., 20¼c.; 7-16 in., ½ in., 9-16 in., 20c.; ⅝ in., 19½c.; ¾ in. and larger, 19c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 51c.; ¾ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES— Doz.

Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge 5 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65
37½%.

STANDS Each

Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled $109 00
Household, japanned 97 00
Superba, nickeled 123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
Little Jewel 14 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, 3-16, ¼ 5-16, $5.20 base. Round, square flat, up to and including ¼, ⅜ to 2 in., $5.20 base. Round and square, over 2 in., and including 3 ins., and flats over 1" x 4" up to 6 in. wide, $5.65 base; round over 2¾ in .to 6 in., $6.15 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$..
No. 1	2 85	5 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Coton, 4-ply, cones 0 48
Coton, 4-ply, balls 0 52

VARNISHES—

Stephens' Luminette, gal....$4 00
Stephens' Exalite, gal. 4 75
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%.

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanised Pails, plus

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing 0 24½

WHITE

XXX Extra $0 21
XX Grand 0 20
XLCR 0 19
X Empire 0 17½
X Press 0 16

COLORED

Fancy $0 17½
Lion 0 16
Standard 0 14½
Popular J 0 13
Keen 0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs.

Sectional $7 56
Solid 7 06

WELL WHEELS Doz.

Cast, covered, 8 in....... $11 60
Cast, plain, 10 in. 15 66
12 in. 18 84
14 in 24 06

WHEELBARROWS Each

U. S. ....$ 6 60
General purpose 7 96
Stone 13 75
Navvy, doz. 105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $5.60; No. 12, $5.80; coil spring, plain, Winnipeg, No. 9, $5.65; No. 12, $5.85.

Patented screen in 100-ft. rolls. $8.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch $5 25
8-inch 6 30
10-inch 7 75
12-inch 9 45
15-inch 12 60

Perfect Handle—

6 inch .... 14 [illegible]
8 inch .... 17 [illegible]
10 inch ....
12 inch ....
15 inch ....
18 inch ....

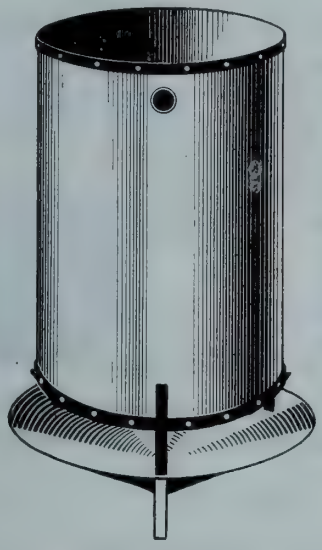
WRENCHES—PIPE

Trimo—40% off list
Stillson—30% off list.

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$4 60	$ 5 06
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz

Universal $49 50
New Eze 75 56
Regent 69 00



Now is the time for builders to prepare for winter by placing their orders for Salamanders and hardware men should get this business. We make six styles and sizes and will be glad to quote prices upon request. Eavestrough, conductor pipe and elbows, corrugated iron roofing and siding, galvanized and black iron sheets, etc., also 4 in 1 shingles.

WHEELER & BAIN LTD.
TORONTO

C·C·M· Perfection Ankle Supports

Sell on Sight

EVERY skater who sees them will recognize their superiority and will want a pair.

So designed that by means of a hinge and sliding attachment the ankle may bend forward or backward but **cannot bend sideways.**

Made and Sold By

Canada Cycle & Motor Co., Ltd.

Montreal, Toronto, Weston, Ont., Winnipeg, Vancouver.

Also Makers Of

C. C. M. Automobile Skates and C. C. M. Bob Skates.

Thumb Screw No. 234

Stratford Brass Products grow in popularity, both with consumers who use them in Canada's best homes, and with hardware merchants who find a gratifying volume of sales for them in Canada's best stores.

We manufacture Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company
Limited
Stratford, Ontario

GLASS

Service and satisfaction is our only aim, and an increasing business gives tangible proof to this fact.

When we have served you—satisfied you—the deal is not forgotten or dismissed—but we extend our real appreciation of your patronage.

You cannot make cold type give full and adequate expression of appreciation, but the fellow who writes these ads has a very keen sense of appreciation of an increasing patronage which is phenomenal in its growth.

When we say "Thank you" We mean it.
When we say "We Serve" We mean it.
When we say "We Satisfy" We mean it.

SERVICE THAT SERVES

Ontario Plate Glass Ltd.

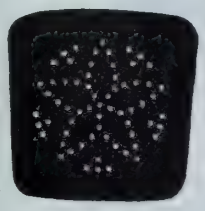
Hamilton, Ontario.

The British office of HARDWARE AND METAL is located at the office of the MacLean Publishing Co. of Great Britain, Limited, 88 Fleet Street, London, E.C., E. J. Dodd, director.

Real Profit in Canadian Veneer Chair and Toilet Seats

We are talking about real, tangible profit that co mes in particularly freely in the Fall months because there is a little extra demand now.

These splendid, three-ply veneer seats are made in a pleasing variety of patterns, carefully shaped, corners rounded, and fastened with genuine water-proof cement. They will not warp, curl, crack or come apart.



Everlasting 7- and 11-Ply Toilet Seats

These are expertly joined in 7 and 11-ply veneer. They cannot come apart and will outlast any other seat on the market.

Write to-day and let the extra profit come to you as soon as possible.

Canadian Veneering Company, Incorporated
ACTON VALE, QUE.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

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Ask for

THE OLD RELIABLE

BLACK DIAMOND

Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre &
"Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED
82 McGill St., MONTREAL

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?
USE **MENDETS**
A PATENT PATCH

Extra money, additional profit is welcomed by everybody. Do you know that Mendets are selling by the millions of boxes? Do you know that you have only to put a display package on your counter and they'll sell while you're busy? You might as well have this extra profit coming in.

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If interested tear out this page and place with letters to be answered.

CURLING STONE

Headquarters

Mac's Special

Specially designed for us to suit our hard, keen ice. The weight is distributed in such a way as to give the running surface sufficient grip to hold whatever turn may be given, without any tendency to rock or roll.

Kay's Excelsior

Manufactured by Andrew Kay & Co., this stone has a world-wide reputation. An absolutely first-class stone that has given satisfaction wherever the game is played.

ACCESSORIES—We carry a full line of Accessories, Brooms and Boxes

BUILDERS' HARDWARE CALGARY SPECIALISTS

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
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Canadian Hart Products Ltd., Hamilton, Ont.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Ideal Aluminum Products Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
Geo. W. Reed & Co., Montreal.
J. Samuels, Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will R. Lane, Chicago, Ill.
Maybilt Radiators Limited, Winnipeg, Man.
Motor undriSes Corp., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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AXES
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Hoyt Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

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Continental Paper Products Limited, Ottawa, Ont.
Montreal.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Stanley Works, New Britain, Conn.

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W. D. Beath & Son Limited, Toronto, Ont.

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BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto
The Canada Metal Co., Limited, Toronto, Ont.

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Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canad. Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

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E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn
Vaughan & Bushnell, Chicago, Ill.

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BRAKE LINING
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Thos. Davidson Mfg. Co., Ltd., Montreal.
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Meakins & Sons, Ltd., Hamilton.
Rubberset, Limited, Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.

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Walter Woods & Co., Hamilton, Ont.
Stevens Hepner Co., Limited, Port Elgin, Ont.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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In ordering Columbia Dry Batteries it's so much easier to specify "C-1 Assortment" or "C-2 Assortment" or "C-3 Assortment," and at the same time secure

a wider margin of profit per battery

You thus get below the broken lot price and make a substantial saving. Ask us for these prices:

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50 No. 6 Ignitors
6 No. 1461 Hot Shots
3 No. 1561 Hot Shots
2 No. 1562 Hot Shots

C-2 Assortment

50 No. 6 Ignitors
12 No. 1461 Hot Shots

C-3 Assortment

50 No. 6 Ignitors
6 No. 1562 Hot Shots
4 No. 1561 Hot Shots

Made in Canada

CANADIAN NATIONAL CARBON CO., LIMITED
Toronto and Winnipeg

Fahnestock Spring Clip Binding Posts on Columbia Cell No. 6 without extra charge.

Columbia Dry Batteries
—they last longer

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The National Cash Register Co., Toronto.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Whites Limited, Collingwood, Ont.

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Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

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Stratford Brass Co., Ltd., Stratford, Ont.

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The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

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The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
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Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

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Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Walter Woods & Co., Hamilton.

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Dominion Cartridge Co., Ltd., Montreal.

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CASTINGS
Fittings Limited, Oshawa, Ont.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Landers, Frary & Clark, New Britain, Conn.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

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The International Malleable Iron Co., Ltd., Guelph.

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The Western Clock Co., Peterborough, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

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S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

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Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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The Brainerd Mfg. Co., East Rochester, N.Y.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
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Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

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Jas. Cartland & Son, Ltd., Birmingham, Eng.
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DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
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The Peck, Stow & Wilcox Co., Southington, Conn.

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James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

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Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
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Wheeler & Bain, Toronto.

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Sturgeons, Ltd., Toronto.

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Sanderson Pearcy & Co., Limited, Toronto, Ont.

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The McClary Mfg. Co., Ltd., London, Ont.
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Republic Stamping & Enameling Co., Toronto.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

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Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
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Jenkins Bros., Ltd., Montreal.

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The Chicago Solder Co., Chicago, Ill.

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The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

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Canadian Westinghouse Co., Limited, Hamilton.

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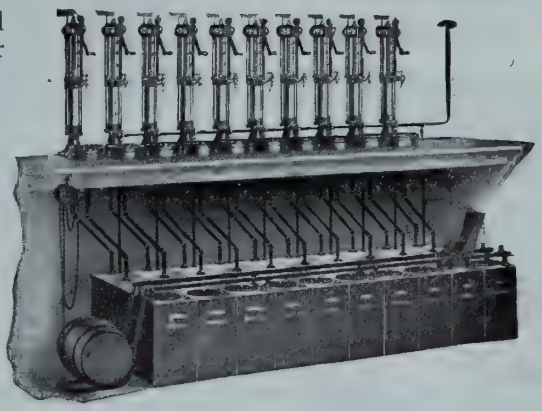

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The Canadian Hart Products Ltd.. Hamilton, Ont

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Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

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Canada Foundries and Forgings, Ltd., Brockville, Ont.
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N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

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Canada Steel Goods Co., Hamilton, Ont.
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HARNESS HARDWARE
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Canada Steel Goods Co., Hamilton, Ont.

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Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
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The Renfrew Electric Products Ltd., Renfrew, Ont.

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HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Williams & Co., J. H., Brooklyn, N.Y.

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Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

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The Canadian Hart Products Ltd., Hamilton, Ont.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Provdence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited, Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co. Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Whites Limited, Collingwood, Ont.

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American
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Port Hope - Ontario

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungster Lamp Co., Hamilton, Ont

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT.

SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

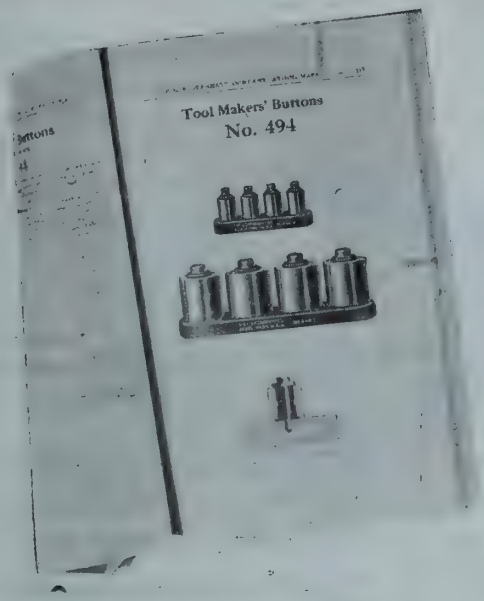
PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

New Tools You Should Know



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That's what you tell your customer. Think what it means in getting and holding solder business. Fluxing—the hard part of soldering, the part that requires most expertness, the part that takes most of your time and requires most explanation when you sell solder to the layman—that part is eliminated by

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FLUX IN POCKETS

The acid flux, scientifically prepared at the factory, is in the hollow core of this wire solder. Just before the solder is melted the flux is released and a perfect bond is the certain result.

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City..... *State*.....
Our Supply House is.....

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DON'T FORGET

THE BUYERS' GUIDE

PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers, Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls, Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal, Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
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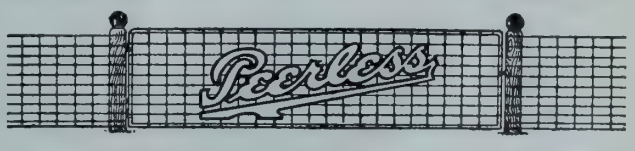

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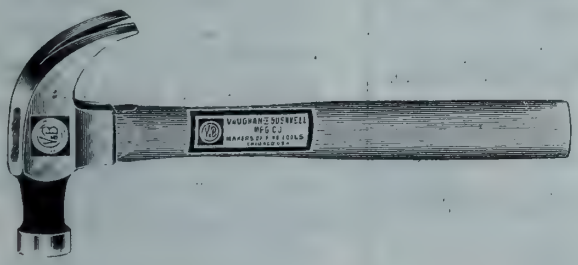

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Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros. Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

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Smith & Hemenway Co., Inc. Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

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J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton.
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.

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The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

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The Sheet Metal Products Co., of Canada, Limited, Toronto.

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WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
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Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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B. Greening Wire Co., Limited, Hamilton, Ont.
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Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
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The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

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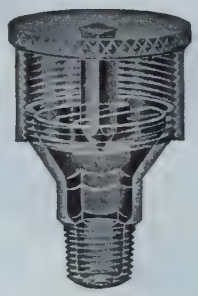

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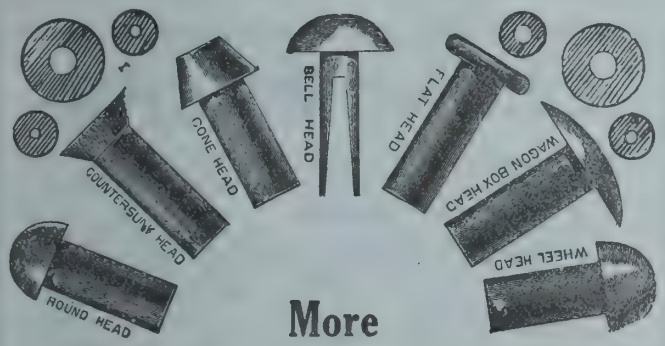

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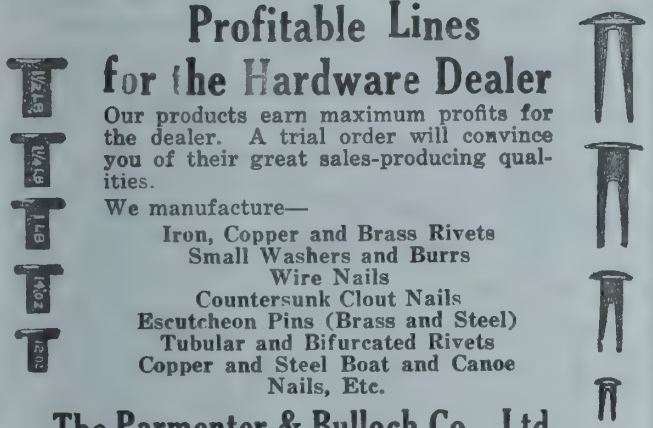

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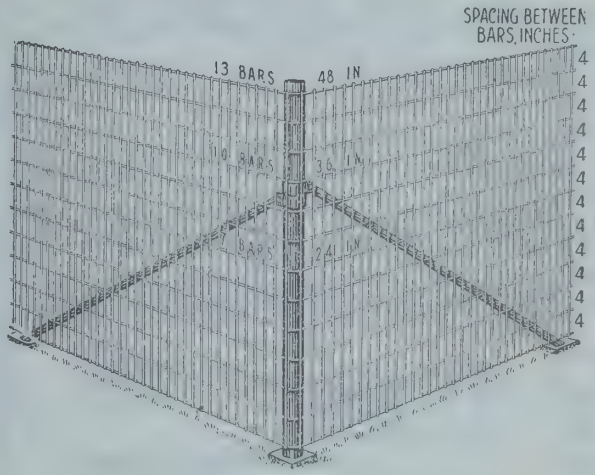

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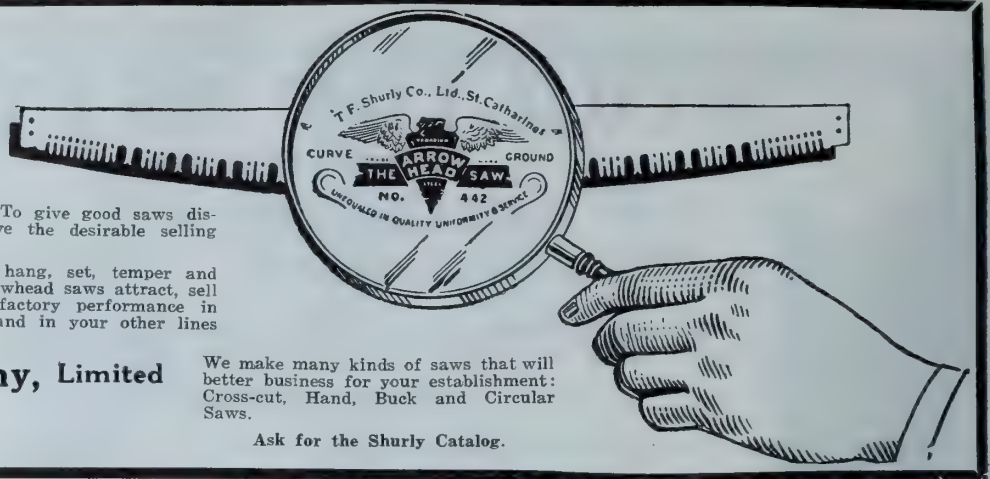

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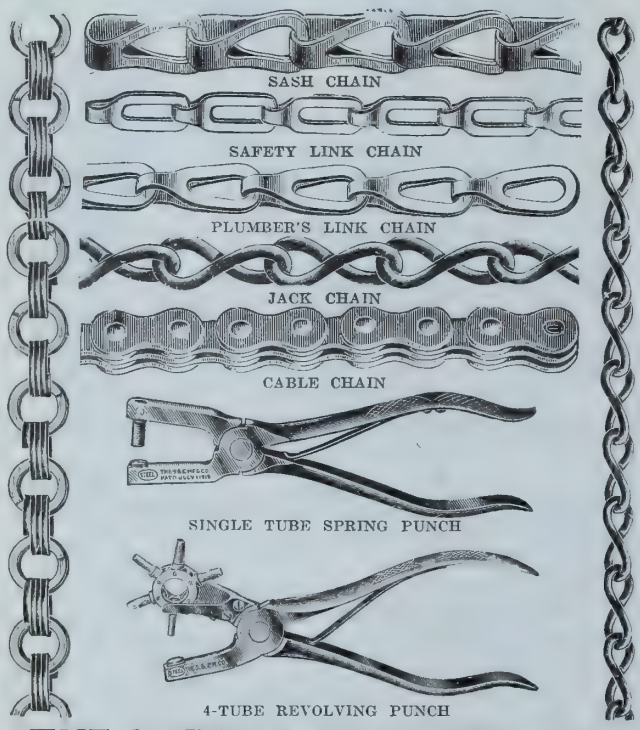

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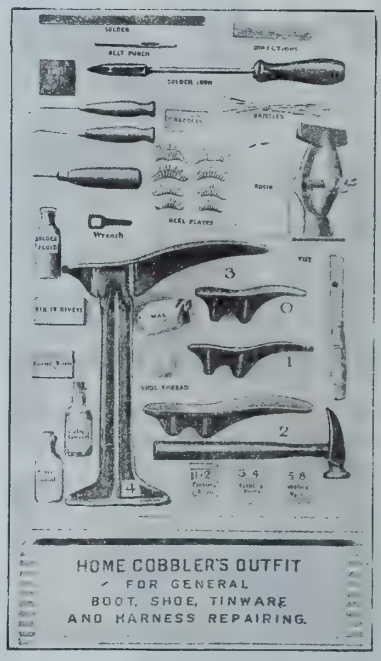

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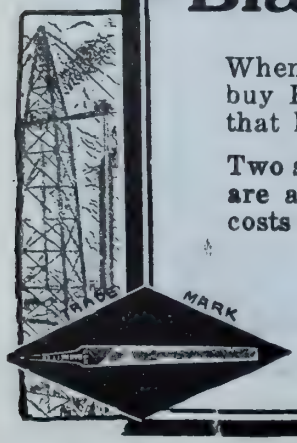

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Laidlaw's Wire Boys

Their Chat No. 9

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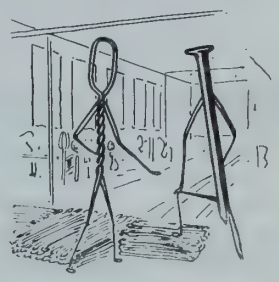

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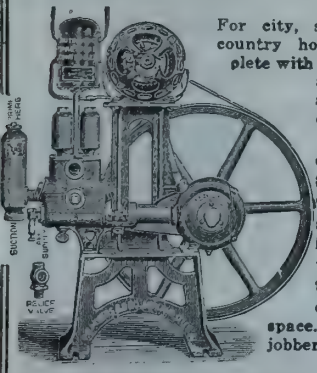

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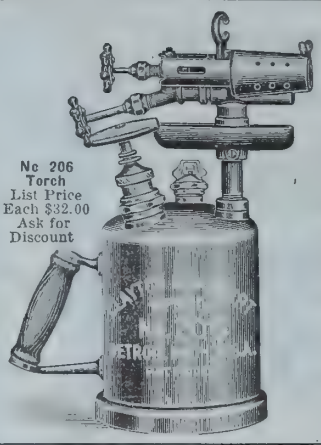

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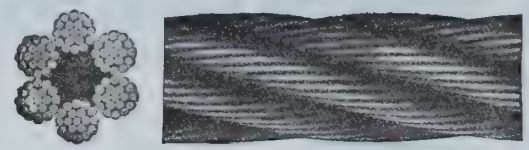

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"OAKEY'S"
WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

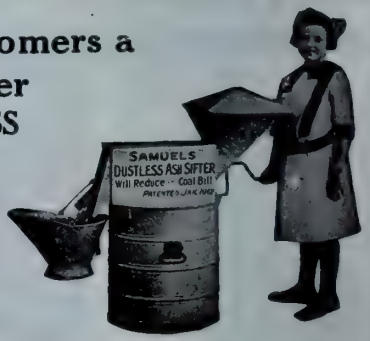
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que., Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Ave West, Winnipeg; Sankey & Manson, 339 Beatty Street, Vancouver, B. C.

Sell Your Customers a Clean Ash-Sifter
SAMUELS DUSTLESS

Ash Sifters are a delight to offer the customers. You know how everybody wants to sift ashes without having to put on old clothes and change and bathe afterward? Well, with the Samuels Dustless all the dust stays in the barrel. The Samuels can be kept right in the house. If outdoors it won't rust as it is galvanized.

Other dealers make money selling Samuels Ash-sifters. Do you? Write for particulars.



J. Samuels

275 Queen West **Toronto**

K-T Sink Brackets

We also make: K-T Cobbler Sets, Coal Chutes, Clean Out Doors, Clothes Line Pulleys, Window Weights, Horse Weights, Builders' Castings and Well Wheels.

The Katie Foundry
Galt, Ontario

Rosin Core Solder

"The Solder with the Flux in the centre."

Acid Core Solder

Also "Imperial Soldering Paste."
Small tins.

The CANADA METAL CO., LIMITED
SOLDER EXPERTS

"COCK KNIFE"

Corporate Trade Mark Granted 1772

RAWSON BROTHERS
SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

AGENTS: C. C. CRAIG & CO.
332 BANNATYNE AVENUE
WINNIPEG

Stocks always on hand.

No. 9963

JOSEPH RODGERS & SONS LIMITED

SHEFFIELD, ENG.

Avoid imitations of our
CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

HOLLOW CABLE
CLOTHES LINE WIRE

Western Wire & Nail Co.
London, Ontario

Stove

All sizes of Clear Mica in stock for immediate shipment.
Price List on Application
Mica Electrical Insulation of Every Kind.

Mica Company of Canada, Ltd.
P.O. Box 156, Hull, Que.

Mica

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

White Mop Wringers

Quick Turnover - Wide Market

This wringer sells on sight because of its very evident merits. Has powerful squeeze, is built to last for many years. All the dirty tiresome drudgery of hand wringing is forever done away with. Several family and janitor sizes. Send for catalog. Your jobber's salesman will take your order for White Mop Wringers. Write us for illustrated circular of complete line. **Made in Canada.**

White Mop Wringer Co.
OF CANADA
Factory: Paris, Ont.
Office: Fultonville, N. Y.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

EXPERIENCED HARDWARE SALESMAN wants two or three popular priced every-day selling lines on commission. Calling hardware and grocery stores. For all Ontario territory north and east of Toronto. Beginning in January. First-class references. State terms, etc. Box 37, Hardware & Metal.

YOUNG MAN WITH OVER FIFTEEN YEARS' experience in retail hardware and kindred lines, reliable, energetic, desires a position on the road. Open for engagement January first. Box 17, Hardware & Metal.

HARDWAREMAN, FIFTEEN YEARS' EXPERience as buyer and salesman in wholesale and retail, desires position. Best of references. Box 394, Hardware and Metal.

TRAVELLER, TEN YEARS' EXPERIENCE IN hardware and paint lines, desires change of position about 1st of year. Full particulars. Apply Box 395, Hardware and Metal.

Have you any small needs?

Do you want to sell anything?

If so, advertise in this paper and watch results.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

HELP WANTED

SALESMAN WANTED TO SELL VIKO ALUMINUM ware in Maritime Provinces on commission, calling on both wholesale and retail trade. No objection to salesman having other non-competitive lines. Replies confidential. Box 16, Hardware & Metal.

MISCELLANEOUS

NICKEL PLATING — ORDERS EXECUTED promptly. Prices on application. Communicate with F. W. Higginson 173 William St., Montreal. Telephone Main 8144

HARDWARE & METAL is the only weekly hardware paper in Canada and is read by practically every worthwhile buyer, both wholesale and retail, in Canada. HARDWARE & METAL is the logical medium to use if you have a message for the Canadian hardware trade.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

For Distinctive --- Planned to Pull

TRADE MARKS

CONSULT

HAROLD C. SHIPMAN & CO.

Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada

Curtain Rods, Household Fixtures, Bathroom Fittings.

Newell Mfg. Co. Ltd., Prescott, Ont.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO N.,Y.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

"Monarch" & "Safe-Lock" Fencing

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co. Ltd.

OWEN SOUND, ONT.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

F S BURCH

Retail Prices

Single Spiral Colored Bands . . . $1.00 for 100

Ribbon Bands Colored . . . . . $1.65 for 100

Challenge Adjustable Bands . . . .90 for 100

Cattle Ear Tags and Buttons, prices according to amount of printing required Catalogue Free

RIDEAU SPECIALTY CO.

MANUFACTURERS SMITHS FALLS ONT.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders Bake Boards, Ironing Boards, Clothes Horses Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg. Co., Limited

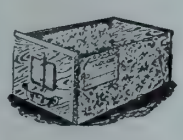
WINNIPEG MAN

If you have anything to sell to the Trade, you should advertise it in this paper.

PORTABLE COAL BASKETS
DOME DAMPERS
ASH DUMPS BELL TRAPS
BREATHER CAPS
SOOT DOORS
GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

Toronto Foundry Co.

884 Davenport Road TORONTO, CAN



Cameron Metal Drawers

LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

$1.00 Postpaid

Myers Wonderful Speedy Hand Stitcher

Repair shop in itself. mends harness, shoes, auto tops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

C. A. MYERS COMPANY

26 Woodlawn Ave. Chicago, Ill. U.S.A.

PETERBOROUGH CANOES

High Grade Canvas Covered and Wooden Canoes, Row Boats etc Paddles and Oars.

Peterborough Canoe Company Limited

238 Water Street Peterborough Canada

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, Patented by Mr Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.

Practically all big buyers of hardware in Canada are readers of HARDWARE AND METAL.

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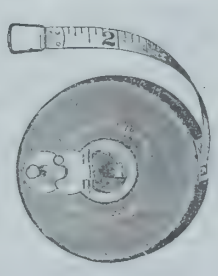
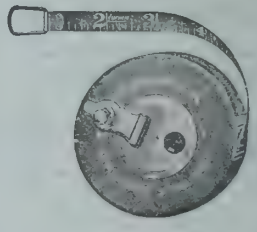


LUFKIN

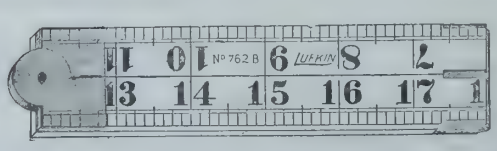


Tapes and Rules

MADE IN CANADA

RELIABLE PROGRESSIVE LINES

RECOGNIZED STANDARD—SELL WELL



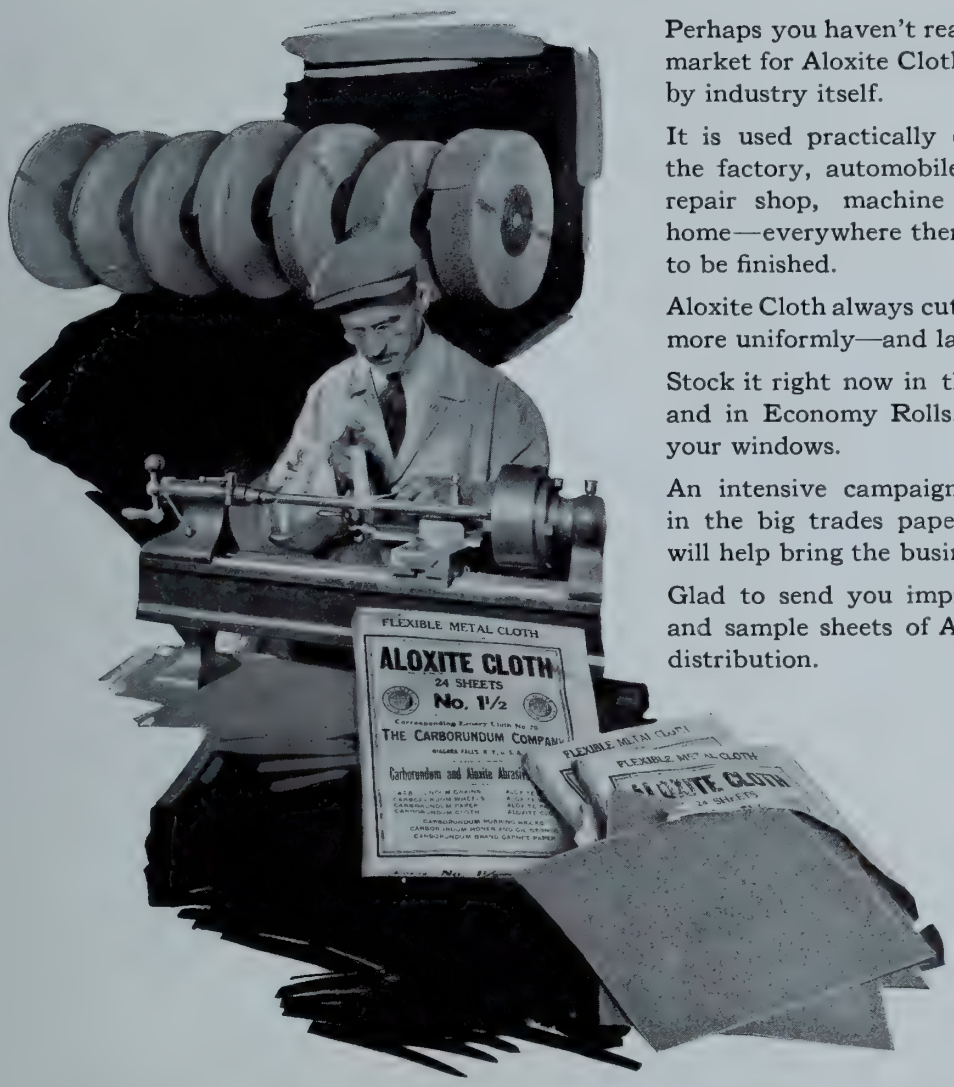
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with letters to be answered.

OVER FIFTEEN MILLIONS

THE total sales of abrasive paper and cloth in America last year were well over the fifteen million dollar mark.

And a goodly share of the profits went to the hardware dealer selling Aloxite Cloth—The Cloth that Cuts.



Perhaps you haven't realized it, but the market for Aloxite Cloth is limited only by industry itself.

It is used practically everywhere—in the factory, automobile plant, garage, repair shop, machine shop, and the home—everywhere there is metal work to be finished.

Aloxite Cloth always cuts cleaner, faster, more uniformly—and lasts longer.

Stock it right now in the 9 x 11 sheets and in Economy Rolls. Display it in your windows.

An intensive campaign of advertising in the big trades papers running now will help bring the business to you.

Glad to send you imprinted circulars and sample sheets of Aloxite Cloth for distribution.

ALOXITE CLOTH—THE CLOTH THAT CUTS

The Carborundum Company, Niagara Falls, N. Y.

New York, Chicago, Boston, Philadelphia, Cleveland, Detroit,
Pittsburgh, Cincinnati, Milwaukee, Grand Rapids

"The proof of the Pudding is in the eating"
CROWN DIAMOND PAINT
PURE WITH A GOOD BODY
The best we can wish you for 1922 is that the truth of this adage will be verified by your use of Crown Diamond Products
Manufactured by
McARTHUR IRWIN, LIMITED
ESTABLISHED 1842 MONTREAL
Save the surface and you save all
CROWN DIAMOND WHITE LEAD
GOVERNMENT STANDARD

PUBLISHED EVERY SATURDAY SINCE 1868

Hardware and Metal

Vol. XXXIII. No. 52 | THE MACLEAN PUBLISHING COMPANY, LIMITED | PUBLICATION OFFICE : TORONTO, CANADA | December 24, 1921

CANADIAN WHOLESALE DISTRIBUTORS

J. H. Ashdown Hardware Company, Ltd., Winnipeg, Edmonton, Calgary, Saskatoon.

Bogardus, Wickens, Limited, Vancouver, B.C.

GRASP THIS OPPORTUNITY—HUSTLING DEALERS

Only one aggressive merchant in each locality reaps the harvest. You should be the man. If there is no Kyanize Agent near you—write for details—NOW—Today.

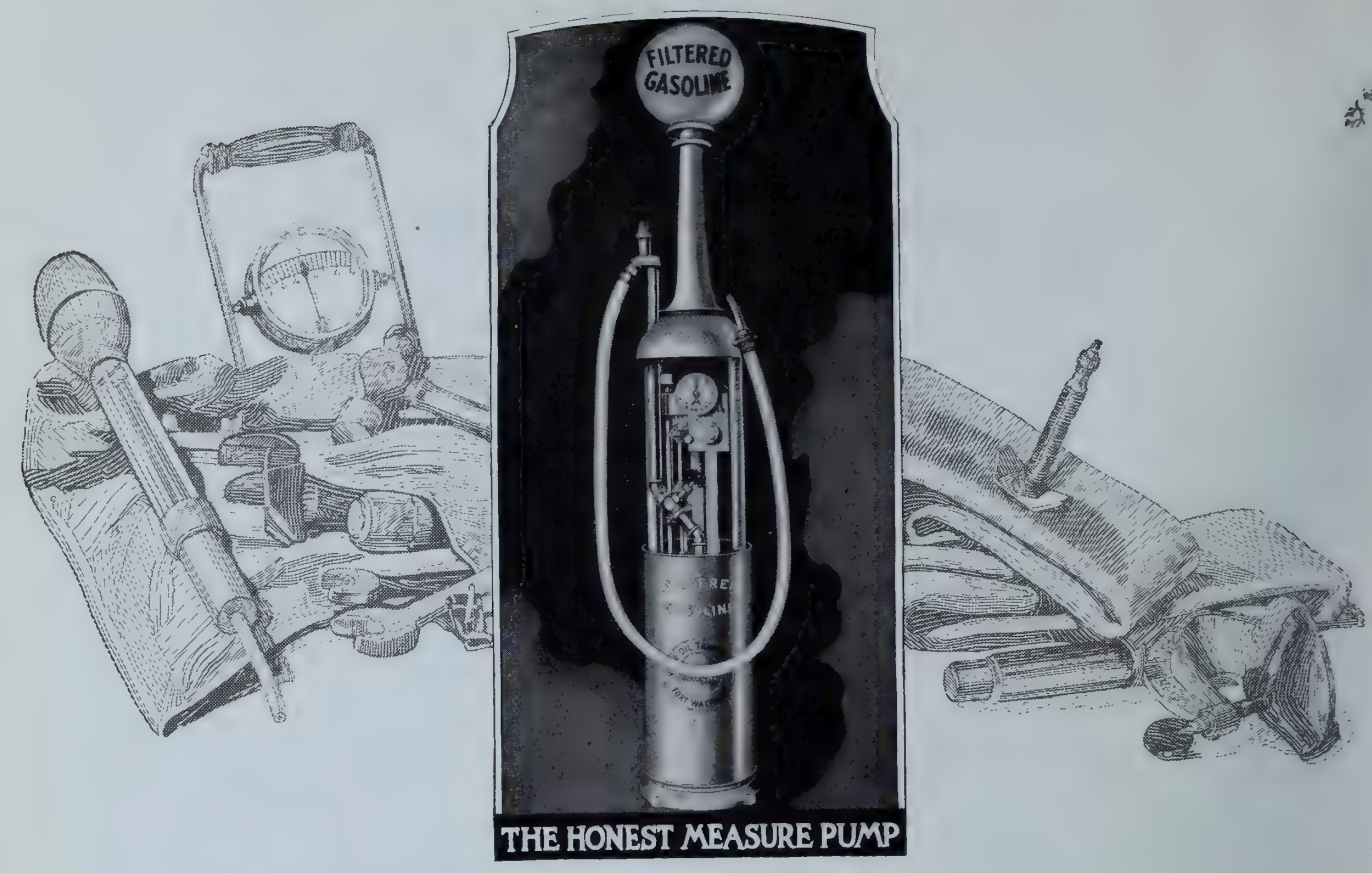
CANADIAN WHOLESALE DISTRIBUTORS

Sturgeons Limited, Toronto, Ont.

Townsend Paint Manufacturing Company, Montreal, P. Q.

Robertson, Foster & Smith, Ltd. St. John, N. B.

BOSTON VARNISH COMPANY, Everett Station 49, Boston, Mass., U.S.A.



Symbols of Service

HERE ARE four symbols of service which mean much in the satisfactory operation of the motor car. Of the four phases of service for which these symbols stand, consider how great is the automobilist's dependence on gasoline and oil service.

He is continually trusting to the retail vendor of gasoline. A slight inaccuracy in measure or an unnoticeable impurity in gas—and the effect is multiplied many times within the life of his car.

With Wayne Honest Measure Curb Gasoline and Oil Pumps working for you, you will have equipment standing for the highest type of service which can be given automobilists.

Wayne Honest Measure Pumps are accurate. Three independent guages constantly checking each other insure your customers against short measure and insure you against long measure. The clock-like dial shows each gallon after it is in the tank, not before.

Wayne Honest Measure Pumps are efficient. The vacuum bottle principle of construction means cool gallons full of power. Four screens and a positive filter assure pure gasoline. And the continuous forward motion of the crank saves your time and the customer's and enables you to sell more gasoline at each filling.

It will pay you to offer this kind of service. It will pay you, too, to take advantage of Wayne advertising which is telling automobile owners everywhere that Wayne equipment is a pledge of this clean, quick, honest service.

Bulletins Nos. 276HM 320HM and 364HM give you full information on Wayne Systems for the handling of gasoline and oils. Won't you write for them?

Canadian Tank & Pump Co. Ltd., 121 Adelaide St. W., Toronto, Ont.

REG. U. S
Wayne
TRADE MARK

OIL CONSERVATION SYSTEMS

Gasoline and Oil Storage Systems	Heavy Metal Storage Tanks	Oil Filtration Systems	Oil Burning Systems	Furnaces for Metal Melting Forging and Heat Treating

A Happy Christmas

Rice Lewis & Son Building in 1847

Three Quarters of a Century of Merry Christmases

The past seventy-four years have seen some wonderful developments and changes in Canada—Yet it's the same old Merry Christmas Spirit which fills the air at this the one best season of the year.

Let us all be thankful for the favors bestowed on us during the past twelve months and show it in our actions as well as our words.

We thank you, friends, and wish you the same old wish.

Rice Lewis & Son, Limited

Toronto, Canada

a Prosperous New Year

If interested tear out this page and place with letters to be answered.

ENAMELEDWARE

The CLEAN *Ware*

The superiority of enameled ware—its all-round utility as a standard kitchen ware—lies in its non-metallic surface. Housewives everywhere appreciate that when all is said and done the fine porcelain enamel surface of this ware—oven-baked to the hardness and texture of china—ensures the maximum of cleanliness and the greatest resistance to wastage during cooking. These points are all being strongly emphasized in a campaign of advertising directed to the consumer, and are a big factor in creating business for the dealer.

Another good selling point is that enameled ware is proof against all fruit acid stain—it is also impervious to vegetable odors and grease.

It is in every way cleaner and at the same time cheaper than other much advertised kitchen utensils.

Write us for a sample order of any or all of the following brands:

Britannic - Crown - All-White - Marathon - Premier
Colonial - Old Grey Ware

DAVIDSON'S GOODS MADE IN CANADA BEAR THE SEAL OF DURABILITY

The Davidson Trademark is your guarantee of durability.

The Thos. Davidson Mfg. Co. Limited

ESTABLISHED 1860

HEAD OFFICE:
MONTREAL
Branches:
Toronto,
Winnipeg,
Calgary,
Vancouver.

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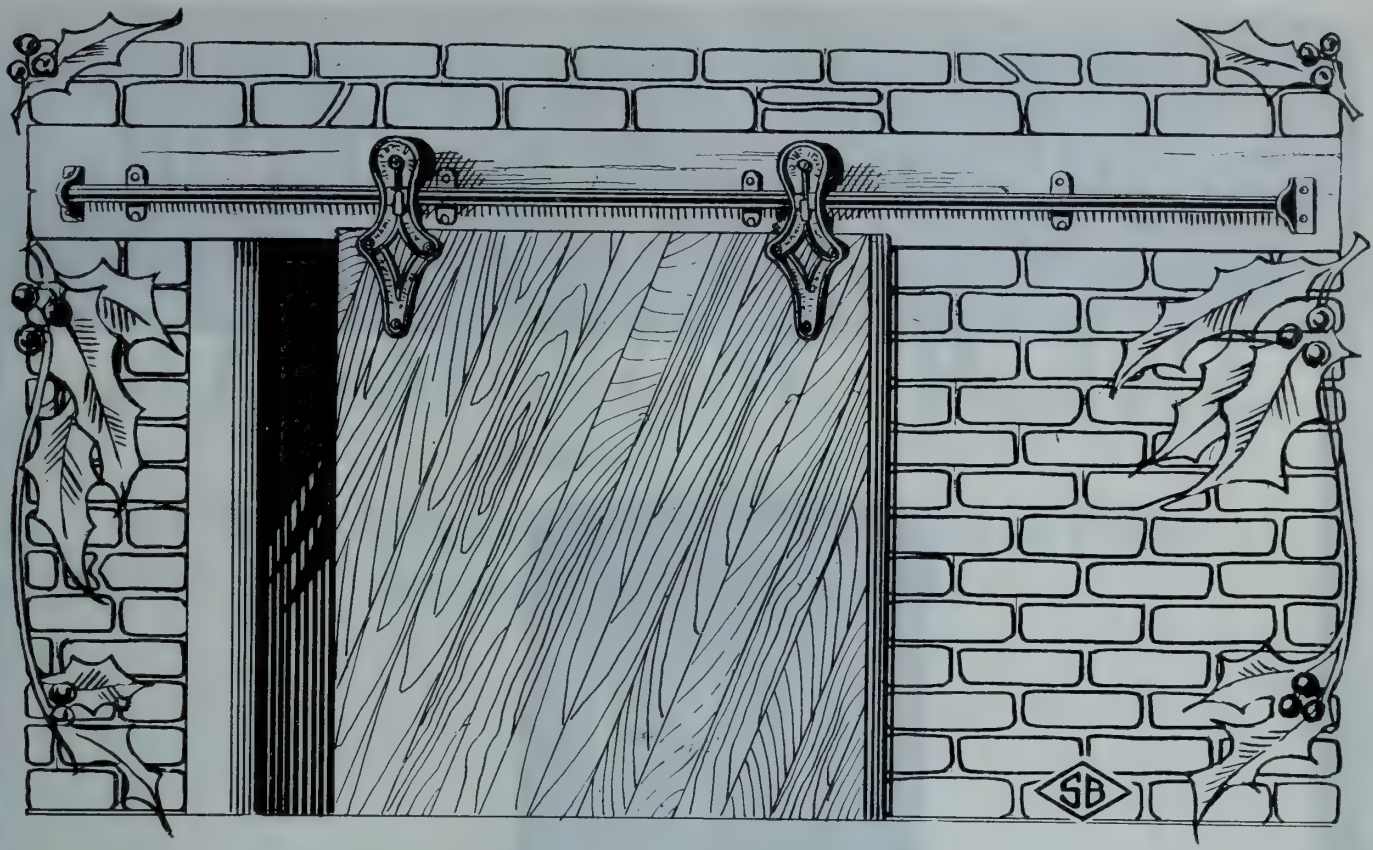

MAY THE DOOR of the New Year slide open and let prosperity enter with good times for all.

Wishing one and all of our many customers a Very Merry Christmas and a Happy and Prosperous New Year.

N. SLATER COMPANY LTD.

HAMILTON, ONTARIO

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

JAMES SMART PLANT
BROCKVILLE - CANADA
St. John Montreal Toronto Winnipeg Vancouver

Registered

W.D.S. & Co DURO ALUMINUM

Trade Mark

"DURO"

Registered

W.D.S. & Co DURO ALUMINUM

Trade Mark

ALUMINUM WARE

MADE IN CANADA

LARGE RANGE TO CHOOSE FROM—POPULAR PRICES

Leading Jobbers Handle *"DURO"*

Best Wishes For

A Merry Christmas

and A Happy New Year.

DURO ALUMINUM, LIMITED

Successors to W. D. SHAMBROOK & CO., Hamilton, Ont.

W. D. SHAMBROOK, President

Representatives:

A. T. CHAMBERS, VANCOUVER

J. R. ANDERSON, 36 ST. DIZIER ST., MONTREAL

L. T. WALLS SALES, Ltd., WINNIPEG

ARMSTRONG & PATERSON, ST. JOHN, N. B.

A. F. BURNS, HAMILTON, ONT.

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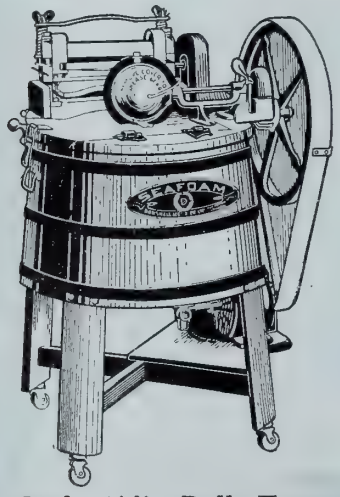
"Seafoam" Electric Washer

Quality Eventually Wins

The Seafoam Electric
WASHING AND WRINGING MACHINE



Style "A"—Dolly Type

REVERSIBLE WRINGER. WASHES AND WRINGS AT SAME TIME OR SEPARATELY—ALL BY POWER.

1-4 H.P. Splash Proof Motor.

Style "B"—For Engine Drive.

Time proves whether confidence in an article is justified. Advertising will create a demand, and the more spent for publicity — undoubtedly the greater the demand. But unless the article advertised is truthfully presented to the buying public, and has real value and merit, it will not survive the test of time. This applies particularly to household utilities, which are expected to do the work demanded of them, efficiently and for a reasonable length of time, and to be free from intricate and delicate parts likely to get out of order.

Our thirty-five years' experience has taught us what home laundry equipment must be to sell and satisfy — to give value for every dollar spent. Washing machines are not parlor ornaments. They are labor-savers, and must be priced to be within the reach of the average householder.

Our assortment embraces washing machines for hand power, water power, electric power, engine drive—are designed to meet the demand of every purse — are common-sense, practical washers of established reputation. They are simple, durable and practically trouble-proof. Jobbers sell and recommend them.

DOWSWELL, LEES & CO., LIMITED
HAMILTON, CANADA

Eastern Representative:
JOHN R. ANDERSON, MONTREAL

Western Representatives:
HARRY F. MOULDEN & SON, WINNIPEG

"Dowswell Products"

If interested tear out this page and place with letters to be answered.

Get after your local Painter and sell him

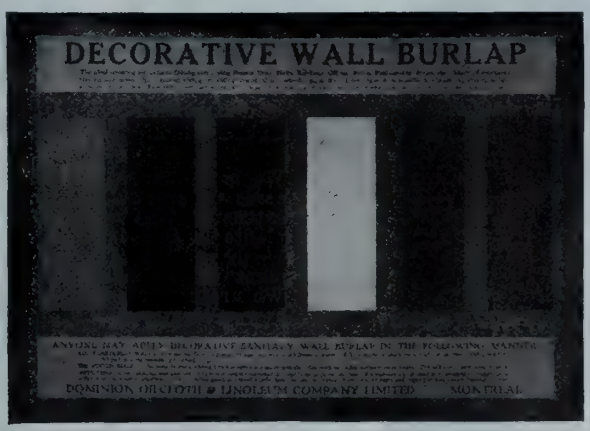
Decorative Wall Burlaps

The painter, Mr. Hardware Merchant, is the logical buyer of Decorative Wall Burlaps in a big way. That is to say, he needs large quantities within a few weeks' or a few months' time. As a prospect, therefore, he is the man to get after.
If properly cultivated he will buy.

Decorative Wall Burlaps—
The Wall Coverings Yielding Profit

By all means carry these in your paint department. Many times your customers will respond to your suggestion to cover a new wall, or an old one, with decorative wall burlap. It is easy to apply, convenient to handle, makes an excellent finish, and is not expensive.

Get this Little Sign; Place it on the Counter; Sell directly from it.



Price List and Particulars Sent Promptly on Request.

Dominion Oilcloth & Linoleum Co., Limited
Montreal

If interested tear out this page and place with letters to be answered.

TUNGSTEN

VACUUM AND GAS FILLED

LAMPS

LICENSED UNDER THE PATENTS OF THE C. G. E. CO., LTD.

The "AJAX" Line embodies everything in the art of Tungsten Lamp Manufacture that is necessary to produce a strictly high-grade A-one product via superior quality of materials and workmanship, uniformity of construction, maximum candle power output for a guaranteed average life performance of 1,000 burning hours at minimum current consumption, rigid inspection of all component parts and of the finished lamp, all being combined with the very latest scientific methods of manufacture.

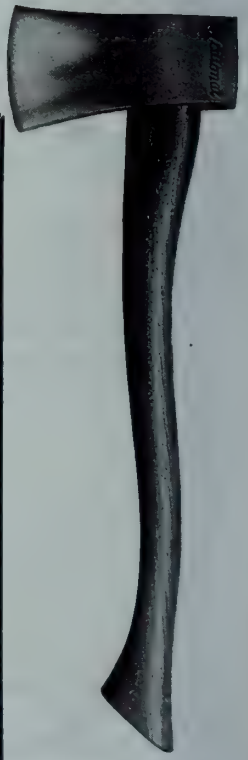
Why fool with, or jeopardize your business by handling cheap imitations when there is such a large measure of lamp value and security to be had with "AJAX" lamps? Apply to our factory or nearest branch for prices.

MANUFACTURED BY

The Canadian Tungsten Lamp Co., Ltd.

Hamilton, Canada

Branches: ***Toronto*** ***Montreal*** ***Winnipeg***



NATIONAL

Guaranteed Axes and Tools

We make our own steel in our own vast plant covering 40 acres of ground! During the war we had one of the most extensive, best equipped and successfully operated munition plants in Canada.

We have devoted a year to perfecting the adaptation of this plant to the making of the best Canadian axes and tools. We are now ready to sell these.

Few, if any, axe and tool manufacturers in Canada have our expert tool-making facilities, tempering processes and tests, inspection or shipping facilities. Our special metallurgists and chemists, and our specially constructed forging, tempering and annealing furnaces, and chemical vats, assure you properly tempered tools. Making our own steel relieves us of the many handicaps existing where material has to be obtained in open market.

Ask for Catalogue No. 6 and supplements.

The National Farming Machinery Limited

Montmagny, Quebec, Canada

NAILS

TACKS AND STAPLES

Wire Nails and Cut Nails of every description.

Staples of all kinds—bright, coppered and galvanized.

THE STEEL COMPANY OF CANADA LIMITED

HAMILTON

MONTREAL

Are you getting your share of profits, sure and steady, from one of our famous five brands of files?

These files are the standard among file users: they pass over your counter without sales-effort.

You can stock easily from your jobber; we carry large reserves to meet the steady demand.

Specify one of these brands when ordering:

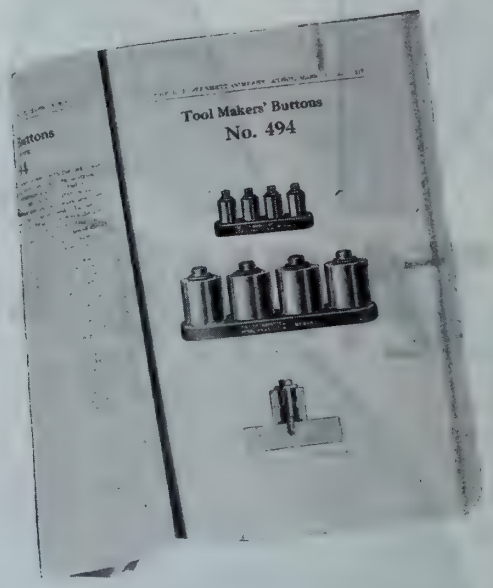
Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - Ontario

New Tools You Should Know



One-Inch
Toolmakers' Buttons
No. 494 D

Starrett Toolmakers' Buttons are widely used for jig and die work in machine shops everywhere. A strong demand has been felt for these buttons in the one-inch size. In response to this call No. 494 D is now offered to the trade. A full description of these buttons, with illustrations, is given on pages 116 and 117 of the new Starrett Catalog, No. 22 "MA." Copy of this catalog—also extra copies for your customers—will be gladly furnished on request. Write for it now, and get, too, the Starrett Booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY
THE WORLD'S GREATEST TOOL MAKERS
Manufacturers of Hack Saws Unexcelled. - - ATHOL, MASS.
42-239

Sell Starrett Tools

If interested tear out this page and place with letters to be answered.

Will You Sell Tires Next Year?

While the Building Trade is slack, push the active lines---push Tires.

Sell Tires That Give Satisfaction

It Pays.

Hardware dealers who are particular to handle only GOOD Tires, find this policy builds up a busy and profitable Tire and Auto Supply Department.

Wouldn't You Like To Sell

"Gutta Percha"

(CORD) **Tires** (FABRIC)

Our Representative Will Call, Or Write Us for Dealers' Price List.

Gutta Percha & Rubber, Limited

Head Offices and Factory: **TORONTO**

Branches in All Leading Cities of Canada

If interested tear out this page and place with letters to be answered.

Have You Used The Boy and Slate

IF you have not and you do not know all about this wonder-working, sales producing life size Boy and his big Slate — there's something you have missed. Let us explain this Boy and Slate Sign. The particulars will not cost you anything—and they should be in the hands of every garage man, and every dealer in gasoline, oils and lubricants.
Write one of these En-ar-co branches.
Address Dept. "H.M. 12."

CANADIAN OIL COMPANIES LTD.

Branches:
Toronto, London, Montreal, Quebec, St. John, Halifax, Winnipeg, Regina, Saskatoon, Edmonton, Calgary.

V & B TOOLS

V. & B. Tools Comprise one of the Most complete lines of carpenters' tools manufactured in the U.S.A.
Hammers, Braces, Planes, Screw Drivers, Cold Chisels, Machine Punches, Pipe Wrenches, Pliers, Pincers, Nippers, etc.

All V. & B. Tools are individually tested and are fully warranted. Write for complete catalogue.

Vaughan & Bushnell Mfg. Co.

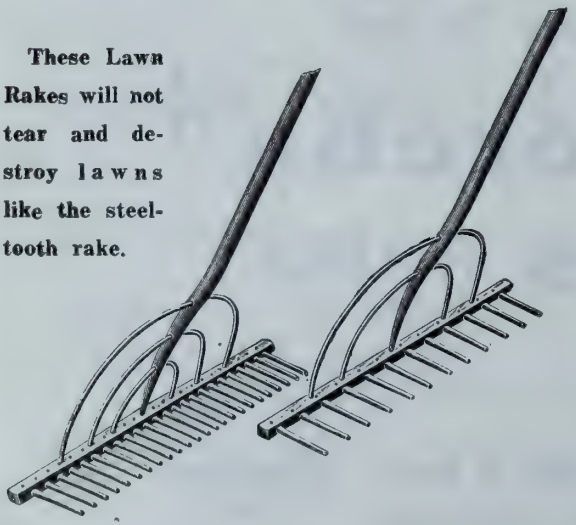
2114 Carroll Ave. **Chicago, U.S.A.**

Montreal Office
Alex. Gibb, St. Nicholas Bldg.

Winnipeg Office
L. T. Walls Sales Ltd. 702 Confederation Life Bldg.

Steel Tube Bow Hay and Lawn Rakes

These Lawn Rakes will not tear and destroy lawns like the steel-tooth rake.



It is easy to convince your customers of the superiority of this rake.
The steel tube bow makes a much stronger and better looking rake and does not add anything to the weight.
Note the improved double bend in the handle, making a much better hanging rake.
We also make the wood and wire bow rake.

RUGG-BALL MFG. CO., LIMITED
AYER'S CLIFF, - - QUEBEC

Premax House Numbers

A common requirement of the Postal Department for carrier delivery in any community is a clear, legible house number. You can make this an important item of your business.
The Premax Line of Embossed Metal Letters, Figures and House Numbers—aluminum and brass—is a most complete line. It comprises a wide range of sizes and finishes and assures ample stocks always.
Folder 14 gives full information. Ask for it.

Niagara Metal Stamping Corp.

Division M **Niagara Falls, N.Y.**

Makers of the Premax Line of Hardware Specialties.

SALES REPRESENTATIVES

Western Canada:—D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.
Eastern Canada:—R. R. Labelle, 404 De St. Valier St., Montreal, Que.

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Shingle Saw

CIRCULAR SAWS

Solid Tooth - Inserted Tooth

Edger, Shingle, Grooving, Concave and Band Saws, Wood Saw Blades.

Quality and Prompt Delivery

are first principles with us. In ordering from us you have confidence that you'll get your order filled promptly and that the goods will be dependable, quick cutting, flawless saws when you get them.

We Warrant Every Saw

Le MANUFACTURE De SCIES De LEVIS

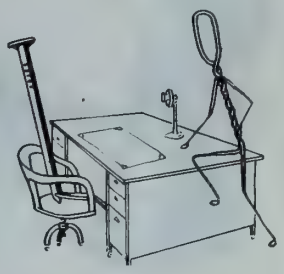
Levis, Quebec, Canada

Inserted Tooth Saw

LAIDLAW'S WIRE BOYS

Their chat No. 10

Waste needs Good Bale Ties



"The waste people, B. T., are beginning to find out that it pays them to use Laidlaw Bale Ties. By the time a few bundles spread themselves out on the car tracks when being loaded, the advantage of buying the best is appreciated."

"I always tell those waste people, W. N., that Laidlaw Bale Ties are cheapest in the end even if they are not in the start which very often they are. The Laidlaw Bale Ties are made of wire of very great tensile strength. They do not break."

Laidlaw Bale Tie Co. Ltd.

Hamilton - - Canada

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a source of Good Revenue

The Wm. Cane & Sons Company, Ltd.

Manufacturers NEWMARKET, ONTARIO

Bigger Turnover for 1922

It is time business was clear of the war and the aftermath of war. With a falling market, consumers considering price a powerful factor, and stocks of slow-moving, high-priced goods on hand, retailers will wage a discouraging fight in 1922—unless they prepare well.

Every day, the old goods, bought at old prices, are running up a bill for interest on the investment. Each item also owes you its share of rent, taxes, light, clerk hire, delivery and your other expenses in addition to what you originally paid. Think what these old stocks are costing you to keep!

Get rid of the old stock by sales. Get your maximum available capital to work. Buy at present prices; sell quick, and turn your money over again as fast as you can.

It will be a hard race to keep up with, in 1922. It will need the right goods, at the right prices, and quick deliveries. Let us quote you; we can give you all three.

Thos. Birkett & Son Co.

LIMITED

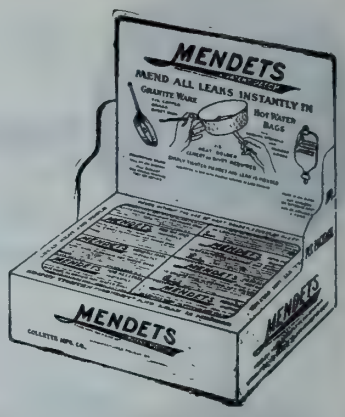
Shelf and Heavy Wholesale Hardware

Ottawa, Canada

If interested tear out this page and place with letters to be answered.

A Small Investment but Big Sales

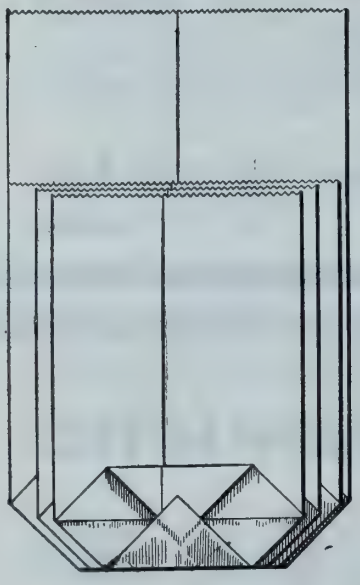
It takes little capital to stock Mendets. They take little storage space and do not use it long. The simplicity, economy and effectiveness of Mendets makes them swift sellers. Millions of boxes are sold. Have this extra money coming in. Your jobber has them.



Collette Mfg. Company

Collingwood, Ont.

Kraft Hardware Sacks



We are manufacturing a line of Extra Heavy Re-inforced Bottom Kraft Sacks specially made to withstand heavy usage.

"The bag of Leathery toughness."

Request samples and prices. You will be more than satisfied.

The Continental Paper Products, Ltd.

OTTAWA - CANADA

JARDINE TOOLS

TIRE UPSETTER NO. 2. This durable machine has a very quick grip, both the eccentrics being raised and lowered by one lever. It has a strong and sure grip. The eccentrics and jaws are faced with tempered steel. The tire cannot slip.

It is extremely durable, because it is made of heavy castings, strong enough to stand the very heavy work for which it is designed. All the pivot pins are of steel; the eccentric strap is a heavy forging. In fact, the whole machine is well and substantially made throughout.

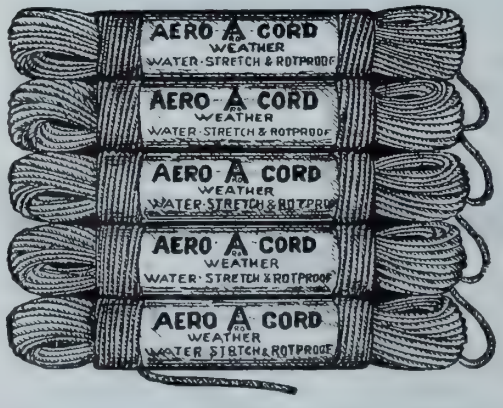
This machine upsets tires up to four inches wide. We have on hand repair parts to replace those worn out in use on this and other Jardine Tools.

Tire Upsetter No. 2. **Ask for Catalogues.**

A. B. Jardine & Co.

LIMITED

HESPELER, ONT.



Your trade is entitled to the best article procurable for a given purpose, price being equal

AERO SASH CORD

WEATHER, ROT AND STRETCH PROOF, will meet all requirements and more. Superior in strength and durability.

Manufactured by

THE AERO MFG. CO., LIMITED

LENNOXVILLE **QUEBEC**

Western Agents: **The H. L. Perry Co., Limited, Winnipeg, Man.**

If interested tear out this page and place with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

OUR SPECIALTIES

Polished Brass Cage Stand

Japanned Cages

Brass Cages

Comets, Banners, Wrightlites, Trulites

E. T. WRIGHT CO., LTD., Hamilton, Can.

MYERS—Electric House Pumps

For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

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BARRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS
Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

If interested tear out this page and place with letters to be answered.

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

GOOD PROFITS IN THESE

PNEUMATIC TANKS

FOR FARM WATER SYSTEMS

EVERY FARMER NEEDS ONE OF THESE TANKS

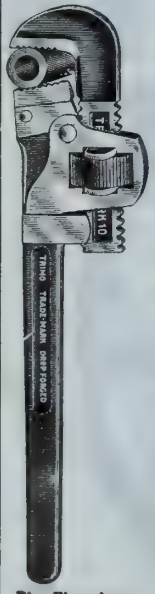
First-Class in every respect Welded throughout and tested thoroughly before leaving our factory

Listen, Hardwaremen! We can supply you with this tank, for you to complete with your own pump and fittings, or we can sell you the complete outfit at a discount that will net you a *good profit.* Shipped direct to your customer from our factory. We believe we are the only firm selling these lines through the Hardware trade. *We want your orders —write us for full information re prices, terms, etc.*

The Steel Trough & Machine Co., Ltd.
Tweed, Ontario, Canada

TRIMO

THE WORD TRIMO



Stands for good tools made by the Trimont Mfg. Co., which are the following:—

The Trimo Pipe Wrench
The Trimo Chain Pipe-Wrench
The Trimo Nut Wrench
The Trimo Pipe Cutter (Hand)

The four good points that make Trimo Pipe Wrenches superior are the Spiral Spring always in place—Steel Frames that will not break—Nut Guards that protect adjustment nut—and the Inserted Jaw in handle that can be replaced when worn.

Pipe Wrench — Nut Wrench

TRIMONT MFG. COMPANY
ROXBURY (BOSTON), MASS.
MANUFACTURERS

Wrought and Steel Plate

WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

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Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

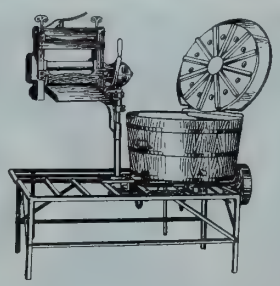
IN STOCK AT MONTREAL.

A Merry Christmas and a Happy New Year to the Trade

St. Marys Wood Specialty Company
LIMITED
St. Marys, Ontario

Before I Sell A Washer I Must Know It's All Right.

We can satisfy any hardware dealer that the LIBERTY WASHER is all right, will give entire satisfaction to his customers, and will pay him a GOOD PROFIT.



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A. R. Lundy 257 King St. W., Toronto

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

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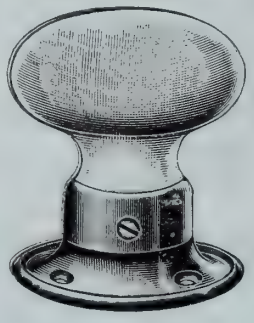
Brassfoundry Specialities

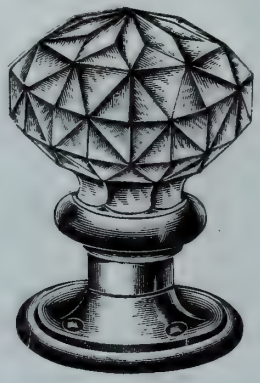
We have an extensive Range of Patterns eminently suitable for Canadian requirements.

Door Handle
131.

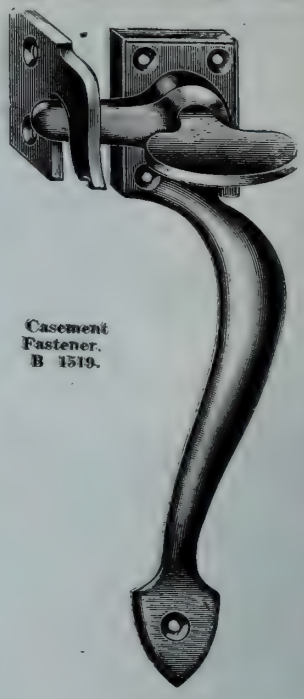


Door Furniture
D1368. China.

Canadian
Drawer Knobs



Door Furniture.
D1116½. Cut Glass.



Casement
Fastener.
B 1519.

JAMES CARTLAND & SON LTD.

TORONTO
G. Smith,
18 Stair Buildings.

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R. R. Sutherland,
402 Confederation Life Bldgs.

BIRMINGHAM, (Eng.)

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TRADE VONO MARK

(PATENT)

Knife Cleaner
Specially Suitable for Colonial Trade.

Low prices.
Good profits.
Quick seller.
Delivery from stock.

Sales assisted with high-class literature free.

Order a sample case to-day.

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& 6 & 7, HOLYWELL ROW, WORSHIP ST. LONDON E.C.

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Established 1784

Makers of the reliable

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BRANDS OF

Pocket Cutlery

Sole Agent For Canada **Mr. G. L. Cohoon,** 11 St. Sacrament St. MONTREAL

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

TRADE MARK

NON-STAIN CUTLERY

GOLD MEDALS. GRAND PRIX.

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PLAITED SASH LINES

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Blind and Picture Lines.

ENDLESS CORDS for FANLIGHT OPENERS ETC., ETC.

Insist on (AUSTIN'S) makes where Strength and Durability are required

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G. Perkinton, Broad Works, Broad Lane, Sheffield, Eng.

Manufacturers of all classes of cheap shell bolster table cutlery.

Wholesale Shippers
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FRANK WOOD
LIMITED
Helm Works, Arundel St.,
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CODE: A. B. C., 5th. Ed. **CABLES: "Expedite" Sheffield**

Table Cutlery & Carvers
in
Ordinary or Stainless Steel

Carvers in Cases a Speciality
Cabinets of Cutlery
Spoons and Forks
Fish Eaters
Small Case Goods

For sale by Leading Wholesale Houses.

Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

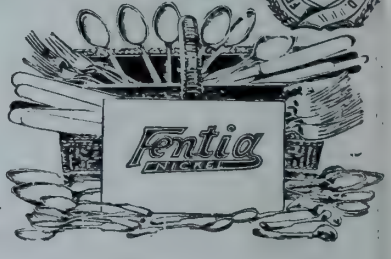
GLAZIERS' DIAMONDS
A. RAMSAY, SON & CO. Head Office: Inspector St., Montreal
Branches: Toronto and Vancouver

JOHN WRAGG & SON
CUTLERS

INCORPORATED
SHEFFIELD, ENG.

FENTON BROTHERS Ltd.
SILVERSMITHS

A COMPLETE TABLE OUTFIT OF 56 PIECES FLATWARE. BEST MAKE and FINISH At Approximately PRE-WAR PRICES



Fentia NICKEL

TEA and COFFEE SERVICE, with tray . 105/6

1. FORGED STEEL BLADES, POLISHED White Handles, Nickel Silver-White Spoons and Forks 56 pieces 34/-Nett.
2. STAINLESS Steel Blades **FENTIA** STAINLESS SILVER **NICKEL** HANDLES, and Spoons and Forks 56 pieces 64/- Nett.
3. STAINLESS Steel Blades **IVORY GRAINED** CELLULOID HANDLES **E.P.N.S.** Spoons and Forks 56 pieces 77/- Nett. Basket 10/- Extra

"OAKEY'S"
WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
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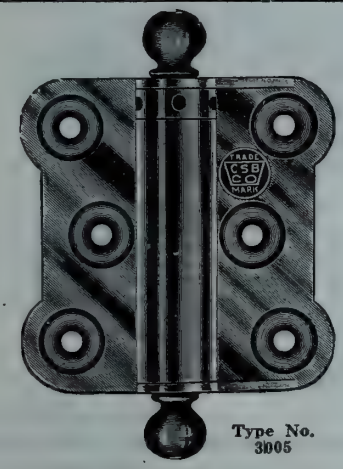
Rosin Core Solder

"The Solder with the Flux in the centre."

Acid Core Solder

Also "Imperial Soldering Paste."
Small tins.

The CANADA METAL CO., LIMITED
SOLDER EXPERTS



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TRADE
CHICAGO
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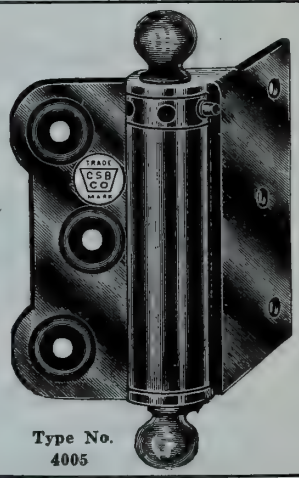

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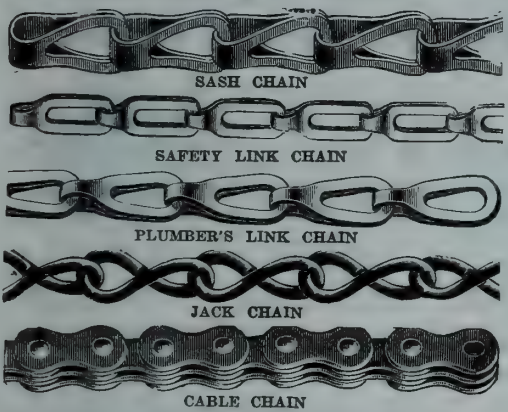

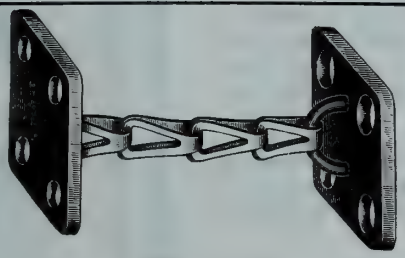
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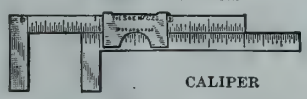
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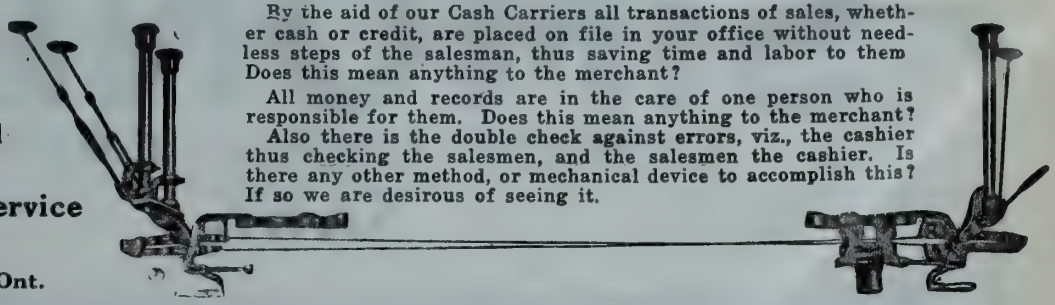

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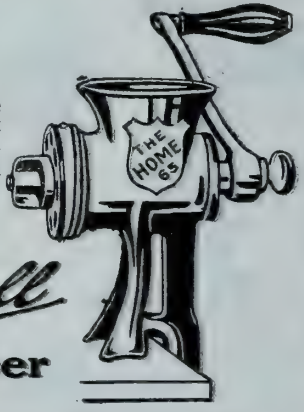

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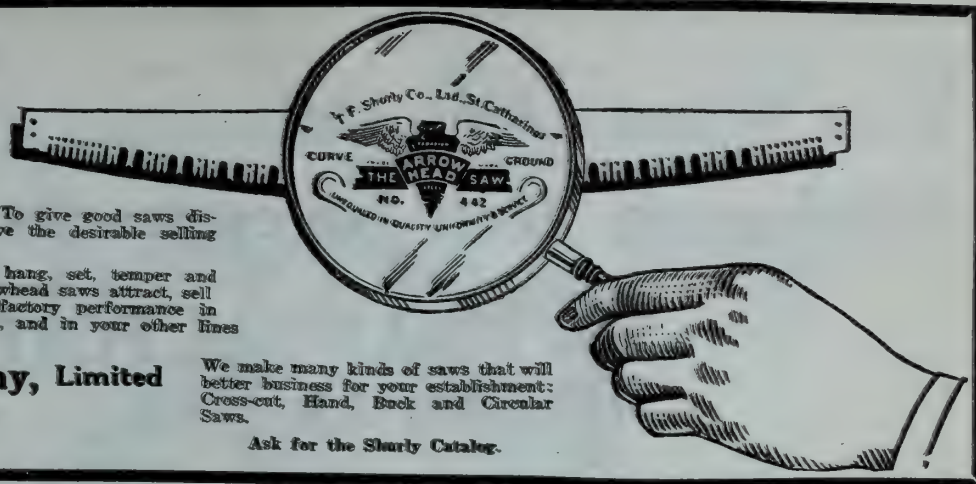

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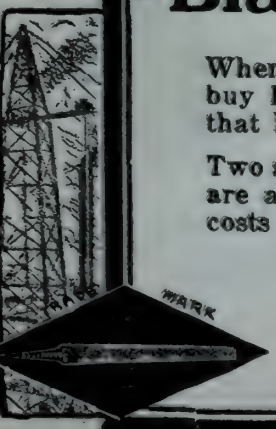

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Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. DECEMBER 24, 1921. No. 52

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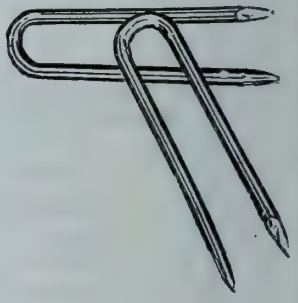

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Canada's National Hardware Weekly

Hardware and Metal

Published Every Saturday Since 1888

Vol. XXXIII DECEMBER 24, 1921 No. 52

Amended "Marking Act" More Favored by the Hardware Trade

Many of the Most Serious Objections Now Removed Say Manufacturers, Importers and Wholesalers of Hardware—Special Ruling Covering Glass Imports—Many Tools and Cutlery If Permanently Re-Stamped Would Be Damaged in Quality

CONSIDERABLY more satisfaction is expressed by manufacturers, importers, wholesalers and others in connection with the amendments announced this week to the Marking Act, which provides for the marking of country of origin on various imports. Many of the most seriuos objections have been removed according to opinions expressed to Hardware and Metal. The amendments are outlined in detail elsewhere in this issue.

S. J. Rutherford, President Toronto Plate Glass Importing Co., Ltd., in discussing the subject pointed out that the amendments make little difference in the case of glass importations because of the fact that a special ruling was obtained since the original regulations were issued. It was originally planned to have a label affixed to each sheet of glass in a box. The danger of breakage was pointed out and it was agreed that it would be sufficient to have country of origin marked on each case. Glass would be exempted from marking on each individual sheet by the amendments in any case as they provide that articles incapable of being marked without injury may be marked on the container only. Importations from Belgium are always in French anyway and so the cancellation of the regulation calling for the name to be in either English or French will not make any difference. There will be no difficulty over shipments in Customs after January 1 because the cases are already marked according to the amended regulations.

Make New Moulds

An official of the United States Steel Products Co., Ltd., Toronto, stated that the original regulations made necessary ome changes in the marking of the various metal products imported by this firm. The words "Made in U.S.A." have been added in the moulds to provide for raised lettering on rails, channels, beams, etc., in addition to the other words which have always appeared on these products, such as "Carnegie," "Lorraine," etc. The latter words would hardly comply with the regulations as they have been amended, however, and it was thought probable that these lines would continue to bear the mark "Made in U.S.A."

Business with this firm was stated to be developing more activity and, in anticipation of spring demands, considerable bookings of steel for building and bridge construction are being made. Present conditions justify an improved outlook as compared with this time last year.

Questioned as to the possibility of the incoming Government making changes in the amended regulations of the Marking Act, an official of the Canadian Manufacturers' Association, Toronto, stated that the Act itself would undergo no revision because this was beyond the power of the incoming Government. Amendments might be made but as the amended Act now seems to be as satisfactory as such legislation can be it was thought improbable that any further drastic amendments would be made. It was stated that the regulations as they now stand are considered to be very satisfactory and acceptable to all concerned. The temporary marking of goods in Customs which were shipped before manufacturers were able to make the necessary changes will be carried out, but there seems to be some doubt whether the regulations will be enforced for the half day on December 31 or wait over until January 2. Part of the Government literature on the subject gives the date December 31 and the balance mentions January 1, which is a Sunday.

Dodging the Issue

Dealing with the possibility of certain European goods being enabled to dodge the issue for which the Marking Act was designed in view of the amendments making it unnecessary to state that the goods were "Made in ———," it was thought that there was a possibility of this being done where goods might be manufactured in one country and shipped to another where the name and address of some agent might be placed on the goods. In this way exact information as to where the goods were manufactured would not be available. This would not be the case on goods coming through the United States for in that country there are regulations prescribing that imports must bear the wording "Made in ———" with country of origin marked.

Would Lower Quality

Discussing the subject with a manufacturers' agent who represents a number of foreign makers of tools, cutlery, etc., the opinion was expressed to Hardware and Metal that the amendments will greatly relieve the situation which has been produced among foreign manufacturers due to the drastic nature of the original regulations. The opinion was expressed that considerable latitude would have to be allowed due to the fact that thousands of dollars' worth of merchandise would be ruined if it was to be made necessary to permanently mark cutlery and tools which have already been made up for this market. Arrangements can be made for temporary marking of goods in Customs but the point is that many foreign manufacturers of cutlery and tools have large stocks already made up for this market and to attempt to re-stamp these goods now that they have been made would

be practically out of the question. If any blur is made in the stamping the line is now regarded with some question and frequently has to be classed as a "second." The seriousness of the regulation which demanded the words "Made in ———" on each article can therefore be appreciated. Fortunately practically all such goods now bear the maker's name and address and this will be sufficient.

On some of the cheaper grades of tools merely the brand name of the maker appears, though on the more expensive grades of the same firm's product the full name and address is given. In such cases the cheaper lines will be forced to bear the same mark as the others.

Under the heading of lines incapable of being marked on the individual article and which will have to be marked on the container, come hydrometers.

Should Allow Latitude

It was the opinion of this agent that goods shown to have been shipped by January 1 should be allowed through Customs without marking, due to the late date on which the amendments have been issued.

It was emphasized that replacements are oftentimes repairs, and as such are exempted from marking. Automobile parts will play an important part under this heading if it is shown that they are being brought in as repairs.

Discussing the fact that the United States Government still makes it necessary for imports to bear the words "Made in ———" whereas this has been abolished now in Canada, this manufacturers' agent pointed out that more complete lines are made in the United States than in Canada and that such protection is therefore more necessary. He cited the case of carpenters' tools for instance, of which there are some 140 in a full range. He stated that not one-third of this range of tools is made in Canada. Hence the need for greater protection in the United States.

Wholesaler Speaks

In discussing the latest amendments to the import marking regulations, one hardware wholesaler was of the opinion that these revisions now practically nullify the Act as an important factor in trade affairs. "The whole aspect of the regulations is again changed, and it is now only likely to affect hardware lines in a minor way. The constant issuing and altering of such a measure places the exporter in a very difficult position. Manufacturers in other countries have undoubtedly gone to great expense in order to comply with the regulations, and, practically at the last minute, the substance of the measure is revoked."

One particular instance of this was given in connection with lawn mowers. Manufacturers in the United States, who have been exporting these goods into Canada, had new moulds made, a necessary part of their manufacturing processes which takes both time and money. "Of course, the stamp Made in U. S. A. will serve to meet the national appeal of the American markets, but the outlay has been rendered unnecessary. The cancellation and modification orders which have been issued tend to ridicule the original scheme."

"Appraisers will not likely be held greatly responsible for minor infringements of the new law, as it now means very little change in the present methods of marking such foreign goods, and the consensus of opinion is that the ruling is generally looked upon more favorably since it has been revised."

Another wholesaler voiced the opinion that much opposition and disapproval of the original regulations had developed, as the Marking Act in its rough form would have undoubtedl been the source of much tribulation to both manufacturers and distributors alike.

"We are glad to see the amendments come through," stated this wholesaler, "for the Act, as it stood, would have been a distinct handicap to the manufacturer of imported hardware goods. It would also have very likely caused much inconvenience among trade circles generally, because of its complicated nature, and the many obstacles to be overcome in complying with such a drastic ruling in every individual case. If, however, such an Act was universally adopted, no doubt all the countries would benefit thereby, but until international recognition had been given to such a scheme, trade restriction would be the solitary result."

The "Marking Act" as it Now Stands

Collectors Advised to Use Reasonable Discretion in Enforcement of New Regulations—Name and Address of Manufacturer Now Sufficient Without Marking "Made in ———"—Containers Imported to Contain Canadian Goods for Export Don't Need Marking

A NUMBER of important changes have been made in the Marking Act which was outlined in its original form as affecting hardware lines in the November 26 issue of Hardware and Metal. The changes remove many of the most serious objections which have been outlined by manufacturers, importers and wholesalers. The amended sections of the Act will be outlined herewith, giving the new ruling in black type.

In sending out the amendments, Collectors of Customs and Excise have been advised to use reasonable discretion in the enforcement of the regulations so as not to cause undue annoyance or irritation to importers.

The first amendment is to Section 13 which formerly provided that the name of a city, province, state, department or other division of a country of origin was not in compliance with the Act, that the words, "Made in....." were to be used, followed with the name of the country. This section has been cancelled and the substituted section reads:—

"The name of a manufacturer or his trade-mark accompanied by the name of the country or a place in a province, state or other division of a country where the goods have been manufactured or produced will be accepted as sufficient indication of country of origin."

Further exemptions are added to section 10 which provided that where articles themselves are incapable of being marked without injury and are imported in bands, wrappers or containers, or on cores or spools, such bands, wrappers, containers, cores or spools shall be marked to indicate country of origin. To this section have now been amended the words:

"Unless such articles are of a class or kind not made or produced in Canada in which case no marking is required."

Section 11 dealing with imported containers or wrappers intended to be filled with or used upon domestic products is cancelled and the following substituted:

"Imported containers, labels or wrappers intended to be filled with or used upon domestic products are to be marked as required by the act, but in order to avoid the possibility of origin other than Canadian being imputed to domestic products sold in such imported containers, labels or wrappers because of the marking of the latter, the words 'container, label or wrapper,' together with the indication of the country of origin required by the regulations, shall be used. It will not constitute a non-compliance with the Act, however, so as to involve the levying of the additional duty, if the words, 'container,' 'label,' or 'wrapper,' as provided in the preceding paragraph, be not used in the marking of the goods imported, but before the release from Customs this additional marking will require to be done. Provided that the containers imported to contain Canadian Produce and exported

Marking Act Changes in Brief

Name of manufacturer and address now sufficient instead of "Made in ———."

Where articles themselves cannot be marked without injury to the wrapper, container, etc., needs to be marked only where similar goods are made in Canada—if not also made in Canada imports don't need marking.

Containers imported to be filled with Canadian produce for export don't need mark of country on label but importer must certify.

All goods in crude, raw or rough state exempted unless specifically mentioned where formerly only metallic goods, crude rubber, clay, hides, skins, raw furs, corkwood, marble, stone in rough, broom corn and bristles, fibre, rags were exempted.

Partly manufactured goods still exempt.

English or French of name marked on goods cancelled. Can now be any mark indicating country of origin.

Watch movement regulation cancelled re specifically marking "Made in ———" and parts don't need separate marking.

may be admitted without being marked with the country of origin, conditional on the importer certifying on the face of entry for consumption that such containers are for use in the preparation of goods for exportation."

Section 18 of the regulations specified metallic goods not intended for sale to the consumer in the condition imported, crude rubber, crude clay, hides and skins, raw furs, corkwood unmanufactured, marble and stone in the rough, broom corn and bristles, fibre, rags, partly manufactured materials, completely manufactured parts for incorporation into articles of Canadian manufacture, repair parts, etc. as not being required to be marked. This has been amended to read as follows:—

"The following goods wi'l not be required to be marked with the indication of country of origin: Goods in a crude, raw or rough state, or goods which are not intended for sale to the consumer in the condition imported, but which are merely for use in the manufacture, construction or repair of articles in Canada. This does not apply, however, to goods elsewhere specifically provided for in these regulations. Provided that on every entry at Customs of goods as described in this section a statement shall be placed by the importer certifying to facts sufficient to classify the importation within the provisions of this section."

Section 12 providing that name of country of origin must be in English or French is cancelled.

Section 17, subsections c and e, dealing with the marking of watch movements are both cancelled.

"The statute requires that the country of origin be indicated in the marking. Hence the words 'made', 'produced' or 'grown' may be used in the marking to suit circumstances."

The Simplex Iron and Tool Co., has been incorporated to manufacture adjustable wrenches. They are located at 216 Adelaide St., W., Toronto, and Mr. Dunlop, president of Dunlop Coal Co., is also president of the above mentioned concern. Mr. Harrington of the Harbor Commission, is vice-president of the new firm.

Much Hunting Yet This Season

The hunting season is still in full swing in the Northwest T erritories for deer, moose, caribou, grouse, prairie chicken, ptarmigan. In Prince Edward Island the rabbit season is open. In Quebec, moose, rabbit, caribou, ptarmigan may still be shot. In Yukon, moose, caribou, grouse, prairie chicken, p tarmigan can still be hunted. In New Brunswick and Nova Scotia the season is open for duck, goose, brant, coot, gallinule and rail. In Saskatchewan the season is open for duck, goose, brant, coot, gallinule, black-bellied and golden plovers and yellowlegs, wilson snipe or jack snipe, and rail. With such a season yet open and in view of the comparative mildness of the winter there will yet be many hunting parties set forth. The above display was arranged with the idea of keeping up interest in hunting equipment and shows how effective a natural setting can be made.

Making the Inventory "Tell the Truth"

Basis of Valuation Should Be That Which Will Put Business in Best Position to Face the New Year—Should Be Cost or Replacement Value, Whichever Is Lower—Two Methods of Listing Stock

Written for Hardware and Metal by W. F. Macpherson, Secretary, Ontario Retail Hardware Association, Prescott, Ont.

THE OBJECT of an Inventory being to obtain definite information for use in determining the standing of a business at the close of the financial year, and the success of any business depending largely on the possession of accurate knowledge by the management, makes it imperative that the inventory when taken should tell the truth and nothing but the truth.

The basis of valuation should be one which will put the business in a right position to carry on for the coming year. This valuation should then be on a basis of actual cost, or replacement value whichever is lower. In listing stock, two methods may be used: first, by entering on stock sheets at invoice price laid down, and having a separate column for depreciation in which to enter declines in prices, or depreciation on account of damaged and slow selling articles, judged as undesirable stock. The total of depreciation column to be deducted from total of inventory.

The Other Method

The second method would be to take present or actual cost, whichever is lower and make extensions directly on that basis, making due allowance for unsalable lines. The final result would be practically the same but the depreciation column would give statistical information which might be of value. In listing stock I would suggest getting regular inventory sheets (procurable from various sources, with different rulings). Mark sheets by location, thus: Main store, East side or West side, etc., keeping each location together when filing to facilitate future reference. All lists should be carefully examined and all lines blue pencilled which *ought to move out*, and after stocktaking, assemble them and move them at some price, there being no money in keeping boarders who won't pay their way.

W. F. MACPHERSON

Secretary Ontario Retail Hardware Association, who emphasizes some important points for retailers to keep in mind in connection with the forthcoming annual inventory.

All lists should be carefully checked as to unit and price, extensions and additions. When this is all completed you have a real invoice of your stock, and are in a position to prepare your annual financial statement.

The next move should be to adjust your selling prices to conform to this invoice, just the same as if the goods had just been received from the manufacturer or jobber. This adjustment to market levels is absolutely necessary to secure the confidence of the buying public. At this time also it is advisable to ascertain what your average overhead expense is, based on the year's business just closed. The majority of business men determine this percentage by dividing the total annual expense by the total annual sales—thus with expenses of $8,000 and a turnover of $40,000, the overhead would be 20% of the sales. Then take your net profit and in a similar manner see what percentage it bears to your sales, and you will be in a position to judge if your markup is giving you a fair return for your services and investment.

Studying the Market

If an inventory when taken is used solely for the purpose of ascertaining the actual financial position of the business, and then filed away, a valuable part of the energy and care taken in its preparation is lost. Frequent reference and study of same will result in the moving of many lines liable to be overlooked in the daily grind, which tie up capital and are non-productive. The form of inventory sheet recommended by The National Retail Hardware Ass'n. (Fig. 1) provides columns for taking stock both on a basis of net cost and also at retail price. By subtracting the net cost column from the retail price column, you would have the gross profit obtainable through the turnover of the entire stock. The result would no doubt be a good object lesson, and an aid in determining whether the mark up you are using is adequate or otherwise. The extra work entailed, might point to increased profits next year. Fig. 2, is an inventory sheet used by certain hardware firms with good results. It shows clearly the per cent depreciation and the amount.

INVENTORY

Sheet No. **Department** **Priced by**
Called by **Location** **Extended by**
Written by **Checked by**

Under quantity—enter amount. **Under unit—enter gro., doz., only.**

Description	Quantity	Unit	Net cost price	Cost extension	Retail price	Retail extension

Fig. 1

INVENTORY

Sheet No. Department Priced by
Called by Location Extended by
Written by Checked by

Quantity	Article	Cost price	Cost extension	Per cent. depreciation or loss	Amount depreciation or loss

Fig. 2

Take Inventory on the Correct Basis

Merchant Writing in Detail on the Subject of Tabulating Expenses, Sales, and Net Gain, Leads the Writer of This Article to Deal With Correct Inventory Taking in an Interesting Manner—Some Sound and Practical Advice.

By Henry Johnson, Jr.

THE annual day of reckoning is again near at hand. It is the time to face conditions, to know where you stand, to strip all the veneer of self-deception. I am moved to write this by the following letter:

Dear Sir:—We take the liberty to send you a tabulation of our expenses, sales and net gain, thinking perhaps it may be of some worth to you in gathering statistics. The wages expense includes $3148.60 drawn by the two partners. You will notice we charge off no shrinkage as that seems to be accounted for in difference between goods bought and goods sold anyway. We charge off no depreciation because we take care of all fixtures—no doubt improperly in a way—through our expense account. It amounts to the same thing in the end, however, and is much simpler to our minds. Averaging depreciation is pure guesswork as one man might make a certain fixture last 40 years and another 10 years. We therefore take care of it in expense and if of any value at time of replacement, deduct that value from the new expense item. Regarding interest on investment, we cannot see how it is proper to put in as expense, as there are no monies paid out. Of course, it is a good plan to figure aside on such subjects to see if it actually pays a man better to stay in business and invest, for instance, $10,000, to make $2400 or work for someone else for $2,000 salary and let the money earn $400 interest. Our figures seem to show 20% gross profit, 16.94% expense, 3.04% net gain—a little discrepancy probably in figuring. We would be glad to have you criticise these figures as it may help us to rectify some errors. We are wondering if you have taken into account "partners" salaries when tabulating salaries at 6.50%. No doubt you intended to, but did the people handing you the statistics do so? This tabulation shows a net gain of difference between goods bought and goods sold. Going into it deeper, a loss on value of our merchandise on hand Jan 1, '21 and Jan. 1 '20 would entirely wipe out our profit

Yours truly

STATEMENT:

Merchandise sold	$58876.26
Merchandise bought	47053.91
Gross gain	11822.35
Total expenses	9932.30
Net gain	1890.05

Shows net gain 3.04%

EXPENSES:

Wages	10.47%
Fuel, light, etc.	.18
Rentals	.68
Insurance	.37
Taxes	.31
Interest	.24
Freight	1.88
Advertising	.11
Repair auto	1.90
Telephone	.41
Ice	.28
Postage	.11
	16.94%

Amounts to Same Thing in the End

No charge for shrinkage—because it is there anyway. No charge for depreciation—because it is more in one store and less in another. No charge for interest (?)—because it is as broad as it is long. Shrinkage not taken in merchandise—why? Oh, because that would wipe out our profits!

Then why keep any records or write to me? Why not simply go as you please, hit-or-miss, take it or leave it as chance may rule, and keep our office in our hats?

Of course, this hard-headed, hard-working shrewd and careful merchant does not mean all that, but is not that how his letter sounds?

Normal shrinkage, based on experience is taken from every inventory of stocks or fixtures in advance so we may be sure not to deceive ourselves the wrong way. If what we write off January 1st happens to be excessive, it will come back and show up next year. Any such excess is not lost. The fact that we have faced it as a probable burden at the beginning of the year has made us extra cautious—so it is very likely to return at next inventory in added values.

It is true that a fixture will last one man 40 years and another man 10 years. But it is also true that a fixture bought new today can be sold to-morrow—even if not yet unpacked—only for a considerable shrinkage from its purchase cost. Experience has shown that it is conservative good business to assume that inside equipment will last ten years, so 10% is wiped out annually via Loss & Gain account. The best way is to mark off a fixed sum each year. Say you start with $1500 equipment. Wipe out $150 a year. If you add new fixtures, put in say, 25% as expense and 75% as fixtures. Take 10% off the total at the year-end. But assume that the total falls below $1,500 after a while. Take off $150 anyway. Soon you will have to run the fixture account in red—in a

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Hardware and Metal

Canada's National Hardware Weekly

Member Audit Bureau of Circulations Member Associated Busines Papers

The Only Weekly Hardware Paper in Canada

PUBLISHED EVERY SATURDAY SINCE 1888 BY

The MacLean Publishing Company, Limited

Montreal TORONTO Winnipeg

TORONTO, SATURDAY, DECEMBER 24, 1921.

The Marking Act

ONE OF THE last acts of the Meighen Administration has been the amending of the "Marking Act" which in its original form has been causing endless anxiety on the part of foreign manufacturers whose goods are marketed in Canada. The incoming government would probably have taken some steps to adjust this legislation but the action on the part of the old Government, belated as it is, is none the less welcome.

The Act as amended will be found elsewhere in this issue, along with the comments of various manufacturers, importers and wholesalers. It is evident from a reading of these comments that the Act as it now stands is much more acceptable to the trade than was the original form. Many lines of cutlery, tools, etc., which now bear the manufacturer's name and address, will not need to be changed as was the requirement of the former Act calling for the words "Made in ——" to be placed on each article. The latter requirement is still made by the Act in force in the United States.

If, as is claimed, the regulation governing marking of imports is to give more protection to domestic products, it is difficult to see why the law was not more particularly applied. Taking tools for instance, the Canadian manufacturer produces only about one-third of the range of tools required by the average carpenter, yet full protection on the whole range is given, to the detriment of young mechanics requiring these tools.

Had the original provision calling for the words "Made in ——" been upheld in the Canadian Act, large quantities of various lines of cutlery, tools, etc., made up for this market would have either been sent elsewhere or attempt made to re-stamp them, with great danger to their quality as even a slight blur is enough to class them as "seconds."

It is doubtful if the Act as amended will have the required effect in plainly indicating on certain goods the country of origin, when some sentiment is known to exist against such goods. It would be simple for one European manufacturer to make goods without a mark on them and then ship them to another country where an agent might place his name on the goods. In such case the true country of origin would not be indicated. This could not happen on goods coming through the U.S. because the Act of that country makes it necessary to mark the country in which the goods are made, but it might be done on goods shipped to Canada direct from other countries except the U. S.

When put into practice some minor questions such as these will undoubtedly crop up for solution, but it is to be hoped now that collectors have been allowed to use some discretion that many of the trivial points which are often raised by minor officials who wish to be authoritative will be eliminated, and everyone co-operate to have the Act administered with as little difficulty as possible.

Prospects For Building

ACTION OF THE Builders' Exchange of Toronto in securing an agreement with the building trades for a reduction of ten cents an hour should be followed by similar action on the part of the building trades throughout Canada in order that building activity may be stimulated. It would appear as though the prediction of the manufacturers and supply firms made at the meeting in Toronto in the early Fall is coming true and that the workmen would sooner or later be forced by the need of work to play their part in lowering costs to stimulate building. Though there has recently been some increase in prices of certain building materials, in most cases revisions have been downward and this combined with lower wages should help revive activity.

One firm which supplies steel for building construction work advised Hardware and Metal this week that bookings for Spring trade are much ahead of last year and that considerable building construction is expected to commence early next year. Similar optimistic reports are forthcoming in connection with anticipated house construction and a considerable reopening of business in builders' hardware should be possible early next year.

Steel Company Claim

AN ORDER in Council has been passed by the Federal Government to give $3,000,000 to the Dominion Iron and Steel Co. on account of its claims against the Government. This credit introduces an interesting situation which has a bearing on the iron and steel trade of Canada. The steel company's claim is for $7,964,000, but it is made clear by the Government that the payment already made is an advance and not to prejudice any amount which the company might get as result of litigation now in progress.

The claim of the Dominion Iron and Steel Co. originally arose over a plate mill contract when the Government is said to have agreed that if this company built a steel plate mill it would contract to buy 250,000 tons of ship plates at the rate of 50,000 tons per annum with the option to increase to 375,000 tons at the rate of 75,000 tons per annum. The Government is said to have agreed to pay $85 a ton for these plates depending on ingots remaining at $25 a ton. Later, steel prices began to sag and it was apparent that the contract price was high. It was therefore amended on December, 10, 1919, to provide for payment at the rate of $73 a ton for plates. On February 21, 1921, the company is said to have been notified by the Government that the contract could not be carried out and it was suggested that compensation would be made the company for the breaking of the agreement. A claim was filed by the Dominion Iron and Steel Co. in June of this year, it being indicated that the mill alone erected for the purpose of carrying out the contract cost $7,500,000 and that this with other sums expended made up a total of nearly eight million dollars.

These are the facts of the case which is soon to be argued in the Exchequer Court at Ottawa, and it is taken to be significant of the Government's viewpoint that a payment of $3,000,000 has been made to the company before the case has been given a hearing. Apparently no allowance is mentioned in the claim covering the buildings and machinery, and it will be iteresting to see whether this Canadian company will be able to undertake the producing of ship plates in competition with U. S. mills, now that it has available a plant suitable for the purpose.

Pointers For The Glass Department

Some Helpful Data to Facilitate Work in the Glass Department—Breaks, Qualities, Thicknesses of Glass Outlined Fully in Reply to Questions From Hardware Merchants.

IN ANSWER to enquiries recently received by Hardware and Metal from some hardware merchants concerning the making, qualities, breaks, etc., of glass, the following data are being given concerning these and other points of interest in this industry. This information might well be kept in convenient form in the glass departments of any hardware stores.

As to the breaks, in order to ascertain into what break a certain size of glass would be placed it is necessary to add up the length and width. That is, 10x12 equalling 22" would come in what is known as the break up to 25 united inches. A 20x22 equalling 42" would come in the break 40 to 50" and in the same way 32x42 would come in the break 70" to 80". These same remarks apply to both single and double strength glass but do not apply to 32 oz. and other specialties heavier than Double Strength as these are usually sold in what are known as billets or stock size sheets. Billets consist of an assortment of sizes and are generally put up in 200 and 300 ft. cases and are sold only in large sizes. A case of billets may contain two or three lights of, say 32x70 one or two lights of 30x72, one or two lights of 40x60 etc.

Qualities of Glass

In regard to qualities, window glass of American manufacture may be described as photo glass, "A.A." "A," "B," or "C" qualities, photo glass being a special grade and "A.A." being the next highest grade. "B" quality is the grade generally used in this country, but in certain districts a limited quantity of "C" glass is used for factory glazing. Glass of Belgian manufacture is known as first, seconds, thirds and fourths qualities. Belgian glass imported into this country is usually purchased in fourths quality Single Strength and thirds quality Double Strength. The Belgians also make a fifths quality but this is exported to China and Japan and other countries.

Thickness

In regard to thickness, the standard grades are 16-oz. for Single Strength and 24-oz. for Double Strength, and 32-oz and 39-oz. The term ounce usually applies to the weight of the glass per square foot and while the above mentioned weights are standard, at the same time, by reason of trade usages, there are a great many intermediate weights on the market. The standard Belgian weights are 16, 24, 32 and 39-oz. The American standards are from 16 to 18-oz. for Single Strength, 24, 29, 34, and 39-oz. Canadian standards as used by one Canadian firm are 18-oz. for Single Strength, 21-oz. for Double Strength and 26 and 32-oz. The Canadian standards as will be turned out by the new factory at Hamilton are 17-oz. for Single Strength, 24-oz. for Double Strength, 32-oz. and 39-oz. They will also turn out 29-oz. glass if the trade demands it.

Reduced Prices Are Stimulating Building

Fourteen Thousand New Buildings This Year as Against 11,000 Last Year—Expect Big Year in 1922.

LONDON, Ont.—A number of decidedly interesting features in connection with the building situation were discussed here this week at the annual convention of the Mason Contractors' Association of the United States and Canada. Prices of materials, prices demanded by labor, freight rates, the apprentice problem and the general outlook were among the leading questions discussed. The opinion was general that reduced prices of materials are having a stimulating effect on building and this year will see 14,000 new buildings constructed as against only 11,000 last year. It was pointed out that there is every prospect, that 1922 will make new records in construction work. There is no doubt of the very large amount of work held over owing to the general public having the view that both labor costs and materials costs must come down. Various speakers gave figures showing how material costs have been steadily coming down. The report of Secretary McGarvey regarding investigations into labor costs in fifty-one cities was not so encouraging. In some places he said the men have seen the wisdom of accepting lower wages in an effort to restore normal business. In many others however, they have flatly refused to accept any reductions with the result that only 72 per cent of them had secured employment.

In this connection it was pointed out to Hardware and Metal by several delegates that had the mechanics been willing to accept even a ten per cent cut in

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How About Your Entry?

The Hardware and Metal **CHRISTMAS WINDOW CONTEST** for 1921 is now well under way. Many hardware merchants and retail salesmen are taking part for the honor of being a prize-winner or runner-up in the contest.

Read the details in this issue, then send along your entry by January 2.

DO IT NOW.

News of Western Canada

Hardware Advances in B. C. Balance Declines

Criminal Prosecution of Britannia Mining & Smelting Co. Causing Comment in Heavy Hardware Circles—November Trade Shows a Decline

VANCOUVER, B. C.—Perhaps the main topic of disucssion among wholesale hardware distributors, particularly those handling the heavier lines, is the action of the attorney-general of British Columbia in instituting criminal prosecution against the Britannia Mining and Smelting Co. on Howe Sound which was the scene of the flood disaster on October 29 when thirty-six persons lost their lives. The general manager and superintendent have been placed under arrest and are now out on bail of $10,000 each.

The company had previously announced that it would go ahead at once in the rebuilding of the town at Britannia Beach together with the immediate reconstruction of the concentrator which was destroyed by fire last year. To this end tenders have been called for the structural steel. It is stated that the plant together with the mill will mean an expendiure of a million dollars and it is understood that as far as possible all materials will be purchased in this province. Now the question is, will the company go on if a case is proven against them. Hardware and steel men say it will be a very serious matter if, by any chance, construction were not proceeded with.

Bids for the structural steel, called a fortnight ago, have been closed and tenders have been put in by leading firms in Vancouver and Western Canada. The contract, it is expected, will be awarded by Christmas. It is probable that the steel will have to be fabricated in the east as no mill in B. C. can turn out the large beams required. The order for the equipment has already been placed with a large plant at Allentown, Pa., and includes eighteen tube mills 7 x 10, a set of 72 x 20 inch rolls and four sets of 54 x 20 inch rolls.

In the general hardware trade, distributors are united in saying that while trade was good in September and October, there has been a sharp decline in November and December and that the Christmas demand has not helped to any great extent. No reason has been advanced for the dearth of buyers and prices are generally lower than last year.

Some of the larger concerns here say that business may be twenty per cent. less than a year ago. Price changes have been of no importance and five and ten per cent. advances are coming through about as regularly as declines, so that it is believed the bottom has been reached. Brass goods are up about ten per cent. and copper lines are expected to follow.

Trade this week continues in fair volume from the upper country and collections are up to the average. Credit men are, however, taking no chances and are keeping on the trail of tardy accounts.

A couple of weeks ago your correspondent mentioned an offer by a retailer of a half a ton of coal or goods to the value of $10 to any purchaser of a range. The inducement did not bring the expected rush although in the preceding week with no special offer, stove sales had been good. This week another firm is making an offer of $10 in merchandise to those who purchase ranges. These are the only two instances noticed as to premium offers to induce sales. At the same time, one retail firm is offering a free balloon to any child who will clip a coupon out of the paper, sign his name, age and address and bring it to the store. This firm is making a specialty of wagons, kiddie cars, scooters, dolls, model automobiles and other lines which will catch the eye of the children.

J. F. McMULLEN, VICE-PRESIDENT MARSHALL WELLS ALBERTA CO., LTD.

A news item appearing in Dec. 3 issue of Hardware and Metal referred to J. F. McMullen as Edmonton Manager of Marshall Wells Ltd., of Winnipeg. This was incorrect as Mr. McMullen is Vice-President and Manager of Marshall Wells Alberta Co., Ltd., Edmonton, Alta.

WESTERN CANADA NOTES

Charles H. Tewksbury, Vice-President of the Boston Varnish Company was a business visitor to Winnipeg.

Winnipeg.—Gordon H. McRobie, traveler for the J. H. Ashdown Hardware Co., Ltd., was married at Moose Jaw, Sask. Mr. McRobie was presented with a cabinet of silver from the traveling staff of the J H. Ashdown Hardware Co., Limited, Winnipeg.

Vancouver, B. C.—The current issue of the British Columbia Gazette contains notice of incorporation of the Okanagan Hardware Ltd., with capitalization of $30,000 and head office at Vernon.

Nanaimo.—A. Sampson, head of the Sampson Hardware, one of the city's most highly respected citizens passed away this week. He is survived by his widow, three sons and five daughters. In the early days, Mr. Sampson, who was 67 years old, helped drill and locate coal in nearly all of the Vancouver Island fields.

Mission City, B.C.—Representative retailers of the city and district met here at a banquet this week and following a number of addresses it was decided to form a branch of the Retail Merchants Association under whose auspices the gathering was called. Mr. Allanson of the Allanson Hardware Company took a prominent part in the proceedings and acted as chairman of the meeting. Officers of the new branch will be appointed as soon as the membership drive has been completed.

Vancouver, B. C.—With head office in Vancouver the Canadian Oil Burners, Ltd., has been incorporated with a capital of $50,000. The company has acquired patent rights for inventions of oil burners for stoves, and lamps.

Vancouver, B C.—Interest is being taken in North Vancouver in the damage action of John Paine, merchant of North Vancouver against P. G. E. Railway for $15,035 as the result of an accident.

Vancouver, B. C.—Cassidy's Limited, wholesale china and glassware have bought Gray Bros. warehouse at Davie and Hamilton streets for $62,000 into which they will move within a week.

Vancouver, B. C.—With the departure of the steamer "Lewis Luckenback" next week will go the first shipment of magnesite from British Columbia. B. D. White, general manager of the Pacific Roofing Co., announces that there is a big demand in eastern Canada and the United States for blending with magnesium choride in the manufacture of composition floorings and stucco. The Pacific Roofing Company has for three years been endeavoring to perfect a furnace for treatment of magnesite which this company discovered along the P. G. E. Ry. The experiments have proven successful and in the near future, cars will be forwarded to Toronto and Chicago. It is stated that it will take ten years to deplete the deposit.

Knife Sales Increased 300% in 60 Days

Use of Special Stand Showing Pocket Knives Graduated in Quality Increase Pocket Knife Sales of Bowers Bros., North Battleford, Sask., From $48.60 to $153.40 For Two Sixty Day Periods—Drawing Trade From Radius of 75 Miles—Current Events in the Store Advertisements.

AFTER trying for a considerable time to establish some selling plan for pocket knives, Bowers Bros., North Battleford, Sask., have recently adopted an idea which has already well justified its adoption. A glance at the picture of the store front shown herewith will reveal a rack or stand located in front of the main entrance. That rack constitutes the idea which has sold pocket knives in this store. This stand is in the shape of an easel, 4 ft. high and 16 inches wide, with glass front hinged so it can be readily opened. It is also equipped with a lock.

In describing this fixture, Mr. Bowers states: "There are 10 rows of compartments which hold 1 knife each. The top row we use for 25 ct. knives the next row for 50 ct. knives and so on down each succeeding row being priced 25 cts. higher. We price all our knives in even figures so there are none which we cannot exhibit in this stand priced in the above manner. One large price ticket is placed in the centre of each row and it can be read by people passing on the opposite side of the street. One clerk can handle this stand taking it in every night when we lock the store at 6 o'clock. We kept a record of all pocket knives sold for 60 days after putting this outside our door and compared sales with preceding 60 days' business. The increase in sales was over 300%. From July 6th to September 6th, sales totalled 124 knives selling for $153.4 against the preceding 60 days' business of 36 knives totalling $48.60. This was tried out at the quietest time of the year and at the present time we are selling considerably more knives than when the first stand was placed outside our door. This stand we secured from a Winnipeg wholesaler for $10.00.

"We have a population in North Battleford of about 4000. We are situated on the Saskatchewan river, one of the most beautiful spots in the province. The surrounding district is ideal for mixed farming, being well supplied with small lakes and water is available in abundance for stock. These lakes all abound in fish. Many come from Saskatoon and the central part of the province to camp on the shores of these lakes. Many hunters also go out into the North country moose hunting in the late fall.

Hunting Supplies Active

"We find that hunters' supplies, ammunition, traps, guns, fishing tackle, and campers' equipment is an important branch of our business. Most of our trade, however, is with the farmers and ranchers of the surrounding district who come a distance of 75 miles to deal with us. We have no railroad north of here and yet have held this business for 12 years since we opened up business on King Street. We endeavor to keep always on hand an up-to-date stock of hardware and harness believing that it pays to watch our stock closely and always have what our customers ask for. We have built up a reputation for service which after all is what counts in the retail end of the business.

"A motor delivery is used for the town trade. Four clerks are employed in addition to the two partners who are usually on the job devoting their whole time to the building up of what is one of the best equipped hardware stores in this part of the province. Harness has been an important part of the business until recently. The advent of the small tractor has cut this end of the business considerably, but the hardware end is growing every year."

Current Events in Ads

W. M. Bowers who handles the advertising is a firm believer in using a

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The glass fronted stand which has been responsible for largely increasing the pocket knife business of Bowers Bros., North Battleford, Sask., is shown in the doorway. This stand is fully described in the article. Moose and other big game is hunted in this district in the late Fall and a window of hunting equipment is kept in at this time of year. This display includes flashlights, ammunition, rifles, camp stove, kettle, etc. Stoves are also a popular line, particularly those of the type shown in the window display. Note that prices are plainly shown on the stoves, an important feature in the sale of this line. The gasoline pump shown in the foreground is responsible for bringing many motorists to the store where other wants are catered to.

Events in the Trade

BUSINESS CHANGES

Watford, Ont.—Thos Dodds & Son hardware, have sold to W. L. McCrae & Co.

FIRE LOSS

Ottawa, Ont.—Gray Harvey Co., Ltd., wholesale and retail hardware, has suffered fire loss to warehouse.

NEW FIRMS

A. W. Gayler & Company are opening a hardware store in St. Lambert, Quebec. Mr. Gayler, who heads the new company, is now the proprietor of the South Shore Tire Service, and the hardware stock will be added to his present business.

OBITUARY

Thomas Findley, president of the Massey-Harris Co., died this week in Toronto. Mr. Findley had been in poor health for some time. Some five weeks ago, he was compelled to discontinue his daily tuties.

Starting as a farm boy, Mr. Findley worked his way up to outstanding influence. He had won international reputation as a financier and business man, and at the time of his death was president of the Massey-Harris Co., director of the Johnston Harvester Co., vice-president of the Toronto Housing Co., director of the National Trust Co., director of the Verity Plow Co., and president of the Bain Waggon Co.

PERSONALS

Guy Higgins, managing-director, The Glidden Company, Limited, Toronto, has returned from a week's visit to the Winnipeg branch.

W. Beverley Robinson, president of B. & S. H. Thompson & Co., Ltd., Montreal, is visiting their principals in New York this week.

William Drysdale, Coristine Building, Montreal, Que., known among the wholesale hardware trade throughout the Dominion of Canada, announces that he has resigned the agency for John Shaw & Sons of Wolverhampton, England, to take effect December 31st. Mr. Drysdale has been connected with this company for the past eleven years and tendered his resignation to this company owing to ill-health. In the future Mr. Drysdale purposes to devote his attention to foreign imports including Swedish Enamelware.

JAMES SMART PLANT APPOINT TORONTO REPRESENTATIVE

The James Smart plant of the Canada Foundries & Forgings, Limited, Brockville, have announced the appointment of Tim. W. Rogers as their representative for Toronto and Western Ontario. Mr. Rogers has had a wide and varied experience in the metal trades and previous to this appointment was associated with Drummond, McCall & Company, Limited. The Smart Plant proposes to open an office in the city of Toronto the first of the year.

T. W. ROGERS

Appointed representative for Toronto and Western Ontario for the James Smart plant, Canada Foundries and Forgings Ltd., Brockville, Ontario.

F. B. KENNEDY JOINS KENNEDY HARDWARE CO.

F. B. Kennedy, formerly with Marshall-Wells Co., Ltd., Winnipeg, Man., will become associated with the Kennedy Hardware Co., Toronto, Ont., on January 1, 1922. Mr. Kennedy was formerly connected with the latter company, but resigned some eleven years ago. While with the Marshall-Wells Co. Mr. Kennedy has been in charge of the builders' hardware and electrical departments. It is announced that his new duties with the Kennedy Hardware Co., will be in connection with the city sales department, and sales promotion work generally.

MERGER OF COLLINS MFG. AND NEVER-FAIL PRODUCTS CO.

The Collins Manufacturing Company of Toronto and the Never-Fail Products, Limited, of Hamilton, have combined. The new organization will be known as the Collins Never-Fail Products, Limited, with C. W. Collins as president and general manager. They will carry on their new and enlarged operations in Hamilton at 1322 Burlington Street, East.

The new company it is said, will develop to a much greater degree the line of metal poultry supplies and fittings heretofore made by the Collins Manufacturing Company. The line of sprayers and force pumps will be continued as well as other novelties made at present and in prospect.

The Never-Fail Products, Limited, have for the last three years made and sold the "Never-Fail" five gallon oil and gasoline cans originally made by the J. A. Harps Company of Greenfield, Ohio. Never-Fail Products, Limited, obtained the Canadian rights for their manufacture in Canada.

RICHARDSON-PHENIX AND BOWSER COMPANIES CONSOLIDATE

A consolidation has been effected between the Richardson-Phenix Co. and S. F. Bowser & Co., Inc., Ft. Wayne, Ind., which is the parent company of the S. F. Bowser organization in Canada. H. Christie, manager, Toronto, stated to Hardware and Metal that any effect on the Canadian organization of the consolidation would be indirect as the Richardson-Phenix Division would deal more particularly with the filtration, and lubrication appliance business. J. W. Peterson, president of the latter company, will assume the vice-presidency of S. F. Bowser & Co., Inc. Assets of the consolidation are said to be valued at ten million dollars.

RUDDY MFG. CO. ORGANIZED IN BRANTFORD

The organization is announced of the Ruddy Mfg. Co., Brantford, Ontario, who are to take over the unit of the plant of Ham Bros. on January 1st, 1922. Kitchen cabinets, woven wire goods, and bee keepers' supplies are made. Joseph Ruddy, now vice-president of the Canada Starch Ltd., becomes the general manager of the new company. Ham Bros. are taking a large financial interest in the new company and their president, J. C. Ham, is one of the directors.

TABLEWARE INDUSTRY FOR OSHAWA, ONT.

Oshawa, Ont.—Oshawa is to have a new industry. The Ontario Potteries Company, Limited, which started in a small way in Bowmanville a few months ago, has decided to locate in this town. The company intends to manufacture tableware, a clay found in Bowmanville being used largely for this purpose. The officers are: President, Thomas S. Holgate, Bowmanville; Vice-President and General Manager, Thompson W. Black, Bowmanville. Directors—Thos. F. W. Bassinger, Bowmanville; Thomson D. Dunlop, President Dunlop Coal Co., Toronto; F. A. Elliott, Canadian Manager, International Clay Machinery Co., of Dayton, Ohio, Toronto. The company is capitalized at $300,000.

WESTERN ONTARIO NEWS

H. L. Martinson, hardware merchant at Cottam, Ont., who showed a number of his prize chickens at the Winter Fair in Guelph has a fine exhibit this week at the big annual show in Detroit.

The police at St. Thomes, Ont., this week solved the problem of the mysterious robberies which have been worrying business men recently. The thefts were the work of a gang of boys who claimed they were keeping the merchandise they stole until Christmas when there was to be a distribution made among the poor and needy. Among the places robbed was the hardware store of Geo. A. McMurtry.

The factory employees of the Hobbs Manufacturing Co. at London one day this week took up a collection in aid of a fund that is being raised to provide gifts for the poor children of the city and turned over $26.

Winnipeg.—R. J. Carnelius, Winnipeg, representative of Berry Bros., Inc., has been transferred to southern Illionois.

Catalogues and Booklets

Those interested in any of the catalogues described below can procure a copy of the same by writing direct to these firms. Mention that you noticed this in Hardware and Metal

DOWSWELL CATALOG No. 10

One of the most complete catalogs covering home industry appliances has recently been issued by the Dowswell-Lees & Co., Ltd., of Hamilton, Ont. This book comprises a very fine review of washing machines, wringers and similar products generally. It is illustrated in suitable colors, and the information is presented in an attractive and comprehensive manner.

There are over ninety pages of matter, featuring a wide range of washing machines, in electric, engine driven, water power and hand power styles. Wringers of various designs, and adaptable for use under different circumstances, also attract attention; while collapsible wash benches, folding clothes driers and similar lines are additional laundry accessories. Comprehensive lists of repair parts for these different products complete the Dowswell Catalog No. 10.

Letters to the Editor

PRESIDENT MILLS DEALS WITH CASE OF THE RETAILER

The Editor, Hardware and Metal,
Toronto, Canada.

Dear Sir:

An article appeared in your issue of December 10th, 1921, based on an interview with Mr. J. J. Foote, Sales Manager of McClary Manufacturing Company concerning the Business outlook.

As president of the Ontario Retail Hardware Association I feel it is my duty to comment on one or two points in the interview, which in my opinion might create a wrong impression regarding retail hardware merchants.

I do not know whether Mr. Foote has actual facts at his disposal or not. It is possible that he has run across some merchants who have claimed that business was bad. It is also possible that there were a few retailers who did not have the season's requirements of snow shovels by the 1st November, and that the sun was permitted to clean the snow, resulting in loss of profits and good will because the retailer and jobber did not anticipate his wants earlier. While this may have been the case in a few instances it was not by any means general and hundreds of retailers across Canada had sufficient stock on hand to meet requirements of this kind. There were also very few jobbers who were not in a position to supply goods on short notice. It would therefore seem unfair to class all retailers as being negligent in looking after the needs of the consumer, when only a comparatively small number had not anticipated the requirements of their customers.

Another point in the interview which does not altogether coincide with information which I have on hand, is the assertion that while the manufacturers have reduced their costs, the reductions have not been passed on to the public by the retailer. After reading the article in Hardware and Metal I made it my business to call up most of the hardware stores in Hamilton and asked their present prices on several McClary lines. This is what I found.

No. 52 Imperial Rice Boiler has been reduced in price by the manufacturer during the past twelve months about 20% while the selling price in the retail stores in this district has been reduced 28%.

No. 16 Imperial Lip Saucepan has been reduced by the manufacturer 21% and by the retailer 27%.

No. 40 Imperial Saucepan has been reduced by the manufacturer 21% and by the retailer 28%.

No. 54 Canada Rice boiler has been reduced by the manufacturer 23% and by the retailer 31%.

Mr. Foote states that looking back over the trend of business during the past six to nine months one sees a period in which there has been very little business for manufacturers. It is possible that Mr. Foote is referring to graniteware. While it is true that stocks of graniteware may be low, I think it will be found that stocks of aluminum ware are not so low. This is due in my opinion to the fact that manufacturers of the latter goods have shown how well planned selling campaigns will keep up the interest of retail merchants and the public and will keep a steady flow of business coming in. A demonstration in our own store four weeks ago will prove my claim. Referring again to price reductions on enamelware, I would say that a drop in price of 21% as against an advance of 167% since 1914 is one reason why the retailers are not buying in 1921 for 1922 business.

Information which I have from members of our Association shows that retail hardware men have enjoyed a good year's business and are not complaining. It is true that our stocks are low but we are disposing of a volume on a turnover basis. Retailers today are paying more attention to the question of turn-over and are buying in smaller quantities and are turning their stocks over more frequently.

In my opinion the conditions in retail stores have been greatly misrepresented in the press and in other ways during the past few months. In many cases the actual conditions as they exist in the majority of retail stores, have been greatly misrepresented and misunderstood.

In closing, I would like to state that our Association, under the guidance of Secretary McPherson has spent a great deal of time in getting out a price book which sets a uniform price throughout Ontario. This price is based on a small margin of profit for the retailer. Mr. McPherson is using new, up-to-date price lists each week based on costs as fast as the jobbers change their prices. Our Association has sold over 300 of these books which go a long way to standardize retail prices.

Yours very truly,
Nelson Mills,
President Ontario Hardware Association.

INDIA TO PRODUCE CHEAPEST STEEL

India it is claimed will soon be able to produce the cheapest steel in the world. Iron ore of high quality, fluxes of suitable character, and excellent coking coal occur close together in Bilhar and Orissa. A plant to be erected in India is designed to produce eventually 600,000 to 700,000 tons of pig iron, with steel works and rolling mills capable of producing 450,000 tons of finished steel a year.

"Hardware and Metal Christmas Window Contest"

Christmas Window Contest

EIGHT PRIZES are offered by **Hardware and Metal** for the best window displays of Christmas lines, as arranged for this year's trade by hardware merchants or their retail salesmen.

The contest is open to anyone engaged in the retail hardware business in Canada and the displays will be given a fair and authoritative judgment.

The essential point to keep in mind is that the display will be judged on its effectiveness as a business puller. Many points outlined in past contests of Hardware and Metal as to most effective window trims, should be kept in mind in arranging the contest display. Attractiveness without effectiveness is of little use in a window trim.

Arrange a window which will, literally, draw the passers-by right into your store, then send a photo of it to be entered in the contest.

THE EIGHT CASH PRIZES

Places under 5,000		Places 5,000 and Over	
First prize	$10.00	First prize	$10.00
Second prize	5.00	Second prize	5.00
Third prize	3.00	Third prize	3.00
Fourth prize	2.00	Fourth prize	2.00

Dealers in small communities have just as much chance under this arrangement as those in larger districts. Getting selling ideas into the display is what counts.

The contest closes on Monday, January 2. Photos placed in the mail after that date will not be entered.

All matter must be addressed to The Editor, Hardware and Metal, 143 University Avenue, Toronto, and marked "For Christmas Window Contest."

Don't overlook the prizes and the honor of winning one

"Hardware and Metal Christmas Window Contest"

Your Last Opportunity!

THIS is the final announcement in connection with the **Hardware and Metal Christmas Window Contest.**

For several issues there have been announcements setting forth the advantages to the retail hardware merchant of participating in this contest this year. Much interest has been awakened. A number of entries are already in and time is getting very short for the others which are expected.

Don't forget that Hardware and Metal is expecting a photo of YOUR best Christmas window by January 2 for entry in this contest. The whole hardware trade is anxious to watch the steady improvement in window dressing among the hardware merchants, and by everyone participating the most representative opinion can be formed.

If you want

To Win Honors

in the 1921 contest you should have a photo mailed to The Editor by January 2. It will be acceptable if the photo is in the mail by that date.

Possibly you have been postponing your entry to this contest until after the Christmas rush of trade is over. If so you will now have a breathing spell in which to give some attention to the securing of a photo of that Christmas goods window.

The value of having an entry in this contest lies in it showing you definitely how your window dressing compares with that of other merchants and the judge's report will bring out the strong points of the various entries. Besides this you will be proud to have your name placed before the trade of Canada as a prize winner or runner-up in this important contest.

Don't forget. This is the **final** announcement. Tear out these two pages as a reminder and act on it by **January 2.**

New Hardware Goods

OFFERED TO CANADIAN HARDWAREMEN

BISSELL'S "LITTLE JEWEL"

The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont., have already introduced to the trade another of their line of toy sweepers known as the "Little Jewel." This toy is primarily in the same class as the Little Queen and Little Daisy models. The new Jewel is described as being about 9 inches long, with uniform height and width. It is finished in dark mahogany, varnished, with gold border and lettering. The total weight is about 17 ounces.

SEVEN WRENCHES IN ONE

A new line of Canuck wrenches is being placed on the market by the Canuck Tool Co., of 1103 Temple Building, Toronto. The factory is located at 350 Sorauren Avenue. The title of "seven wrenches in one" is claimed for this product by the makers, because of the fact that they lock almost instantly into any desired position. Interlocking grooves, easy manipulation, and practical usefulness, are included among the many other improved features claimed for the Canuck wrench. This tool is cited as a real accessory to any mechanic's outfit.

VEST POCKET PISTOL

The Pieper Arms Co., of Liege, Belgium, are now marketing a vest-pocket size pistol. It is described as a small but very compact—and if necessary, useful—weapon, measuring only 4½ inches over all. The barrel is a mere two inches long. The magazine will hold five cartridges of .25 calibre. The small proportions of this weapon allow same to be carried either in the belt or the vest pocket.

NEWELL HACK SAW FRAME

Hack saw frames are now being manufactured by the Newell Manufacturing Co., of Prescott, Ont. This is a new line of products being placed on the markets by the above-mentioned firm, in addition to the other items made by the Newell Co., such as curtain rods, bath room fixtures and sundry supplies. A complete line of patterns will shortly be introduced to the trade. The makers state that they are made from extra heavy cold rolled steel, being heavily nickel-plated, and adjustable from 8 to 12 inches. Thus any size saw can be used. The blades are set by means of the screw in the handle.

MUNROE CALCULATOR

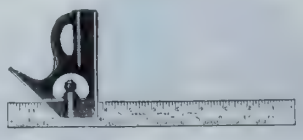
The Munroe Calculating Machine Co., New York City, U.S.A., have placed on the market an additional model to their line of calculating machines. This is classed as the model "K" calculator, and is built in three sizes, 20-place, 16-place, and 12-place. Among the outstanding features claimed for these machines are, the minimum of effort required to operate them, combined with great speed possibilities. Dial clearouts and interlocking devices to prevent errors—according to the manufacturers—all tend to make these machines of practical usefulness in any place where numbers are added or calculations made.

The Munroe Calculator

NEW TRY AND MITRE SQUARE

An improved Try and Mitre Square designer especially for carpenter's use, has been put on the market by The Lufkin Rule Co. of Canada, Ltd., Windsor, Ontario. It consists of a substantial steel blade marked both sides 8ths and 16ths, with figures and lines clear and distinct, fitted with a moveable head which can be securely clamped at any point.

It is a tool of the higher grade in every respect, according to the makers' description, and is accurate, durable and well designed. Primarily a Try and Mitre Square with blade adjustable in length, it serves also because of this adjustable feature as a marking gauge, for measuring mortises; and with head set at extreme end, as a height gauge for woodworkers. The blade can readily be removed and used as a separate rule.



Lufkin Try and Mitre Square

This square is known as Lufkin "Universal" No. 65 and made in the popular lengths—9 and 12 inch blade.

LIGHTNING ADJUSTMENT PIPE WRENCH

The Superior Wrench & Tool Co., of Widmer and Adelaide Streets, Toronto, Ont., announce that arrangements have been recently undertaken whereby they are now equipped to supply all five sizes of these products. The manufacturers were previously engaged in making the small sizes only, but are now prepared to supply sizes ranging from 8 to 24 inches. It is named the "Lightning adjustment" pipe wrench, claim the makers, because of its easy and simple manipulation.

LUGGAGE CARRIER

Richardson & Bureau, 55 St. Francois Xavier Street, Montrea, Quebec, have announced that they are placing on the market an adjustable running board luggage carrier. This carrier is made extra strong and the screws which attach the carrier to the running board are equipped with swivel caps to ensure a firm grip.

SITCO RATCHET WRENCH

The Simplex Iron & Tool Co., Ltd., of 216 Adelaide St., W., Toronto, are producing the Sitco adjustable ratchet wrench. Special features claimed for this product by the manufacturers are that they can be adjusted to almost any angle, thus enabling the operator to get practical use into corners or other difficult places. This ratchet wrench is a tool also designed to find a place in any automobile kit, mechanic's tool chest, or for general workshop and everyday use.

BUTLER'S NEW PEN KNIFE

George Butler & Co., Ltd., of Sheffield and London, England, recently produced a new Penknife de Luxe, which was presented to the Prince of Wales. The George Butler Co., have announced that they are reproducing the same pattern as one of their new seasonable lines, and point to the high workmanship and practical utility of the product. This knife is serpentine in shape, hafted in pearl, and mounted in gold. It can be supplied with or without diamonds, as desired.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

FEATURING the price concessions this week are such products as enameled ware, galvanized ware, granite ware and similar lines.

Another downward revision has occurred in quotations on wrought piping, with a new list now in effect. Many lines of the "Yankee" make of tools are also quoted from 5 to 10 per cent. lower, while fuel oil prices also register a slight decline. New lower prices are noted on certain grades of packing, such as asbestos wick, square braided flax and trade packing. Slight reductions appear on spooled wire, including brass, copper, tinned and annealed. The manufacturers have announced a revision in the discounts on two models of the Nineteen Hundred electric washer, thus slightly lowering quotations. Skate screws have again been reduced in price, while whips of various grades register a decline between 10 and 15 per cent.

Solder quotations again attract attention, further advances on all grades having been recorded in some quarters. The situation regarding roofings remains unchanged, with further developments looked for in the New Year. There is no sign of any immediate revision in the discounts on oil pipe, the range in quotations being still apparent. Some easier prices on range boilers still prevail, with current trade in these products being of a minor character at present. Business in retail circles is reflecting the stimulation of seasonal buying, with the attention of manufacturers and distributors being centred upon inventory work and preparations for the New Year activities.

Montreal Markets

MONTREAL, December 22.—Important price revisions are again announced in the hardware markets, the lowering of many lines of "Yankee" tools, attracting particular attention. Through an increase in the discounts on wood screws, all kinds are now quoted lower. Brass, copper, tinned and annealed spooled wire have been reduced about 10 per cent., also some of the smaller packings, including asbestos wick, square braided flax, and trade packing. Solders again feature the lead products market with another slight increase in quotations. This is the third advance in solders in as many weeks. The undertone of this market continues firm, tin, lead, copper and spelter maintaining their former higher levels on the primary markets.

Another new list, No. 54, has been issued on wrought piping, prices again being revised to a lower basis. Enameled ware, tin ware, granite ware and similar products record a reduction of approximately 20 per cent.

Jobbing houses are now busy with the last minute orders for Christmas wares. The weather unfortunately has not been the best for this trade. However, by the end of the week, it is felt a good year will have been enjoyed. There was a temporary shortage of a few selling lines, but these are now fairly well overcome.

REVISION IN YANKEE TOOLS

Montreal.

A revision is announced in "Yankee" tools, and many lines will now sell from 5 to 10 per cent. lower than formerly.

SOLDER PRICES ARE AGAIN ADVANCED

Montreal

Solder quotations are again slightly advanced this week, this making the third increase in prices in as many weeks. These revisions are necessarily made through the continued strength of metals in primary markets, lead, tin, copper and spelter displaying a very firm tendency in a past number of weeks. A slight cessation of activity in these metals is shown in this week's reports, but this is considered only temporary, as the closing weeks of the year usually bring about a slackening to a degree. The turn of the year may yield further developments, and this will be watched with interest.

Other lead products remain unchanged in price, but the undertone in these also is very firm. It is surprising to some that the continued strength in the market has not developed higher prices in other directions than solders, and revisions to higher levels would not be surprising in the near future, if the firmness continues. Zinc sheets are also unchanged, but here too present quotations are very firm. It is stated that competition is the real factor in the maintenance of prevailing prices. Following are quotations, with the solder revision noted:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50
Note—Lead pipe is subject to a discount of 10 per cent.	
Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½
Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 28½
Do., strictly, lb.	0 26½
Do., commercial, lb.	0 23½
Do., wiping, lb.	0 24½
Do., wire, lb.	0 38
Zinc sheets, casks	0 11½
Do., broken lots	0 12

NEW LOWER PRICE ON PACKINGS

Montreal

New lower prices are announced on some of the smaller packings, including asbestos wick, square braided flax and trade packing. Asbestos wick will now sell for 80 cents per pound, square braided flax 60 cents, and trade packing 30 cents a pound.

WOOD SCREWS HAVE NEW DISCOUNTS

Montreal.

A reduction is made in the prices of all kinds of wood screws through increasing the discounts off list prices. The amount of decline varies, but dis-

counts have been increased from 5 to 7½ points. Following are revised quotations;

WOOD SCREWS—	
F. H., bright	82½%
R. H., bright	80 %
O. H., bright	80 %
F. H. brass	77½%
R. H., brass	75 %
O. H., brass	75 %
F. H. bronze	72½%
R. H., bronze	70 %
O. H., bronze	70 %

SLIGHT REDUCTION ON SPOILED WIRE

Montreal

A reduction of approximately 10 per cent has been made in prices of spooled wire, including brass, copper, tinned and annealed wire.

BAR IRON AND STEEL PRICES ON STEADY BASIS

Montreal

The base price of common bar iron remains at $2.90 generally but a quotation slightly less is given in one quarter. Although there would appear to be an easier tendency in the market, distributors state there is little likelihood of a further change in a downward direction this year. The last revision, it is claimed, was made owing to local conditions, without any material change noted at the primary sources. One large local distributor stated to Hardware and Metal that their warehouse was now practically bare, and would remain so until a more active demand was evident in the early months of the New Year. Undoubtedly stocks are in the same position in all parts, and with slight indication of a firmer situation, the buying movement would commence. For this reason the trend for the New Year would seem of a steadier to firmer basis. Prevailing local quotations are as follows:

Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Slighshoe steel	2 90
Tire steel	3 10
Toe calk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

ROPE STILL DISPLAYS FIRM UNDERTONE

Montreal

A firm undertone continues in the rope markets. Sisal hemp in Southern primary circles is strengthened with slightly higher quotations appearing. Further advances in this material would not be surprising. Manilla is holding fairly firm, and although there is no immediate sign of a revision to higher levels, increased consumption would in all probability produce this result. The local market on sisal and manilla rope is holding steady at present, with bookings showing a slight improvement over last year, but comparatively light with other past seasons. The recent withdrawal of jute rope and packing prices reflects the firm tone in primary markets, and distributors hope an improvement will be forthcoming in the market in general, as a certain unsettled feeling has existed recently with price concessions offered in some quarters on these products.

PIPE FITTINGS REMAIN UNCHANGED

Montreal

There has been a slightly easier tone in pipe fittings, when recently lower prices were given on malleable fittings in some quarters. No further price development is since recorded, and sales are now somewhat quieter owing to the holiday trade attracting attention in other directions. Following are prevailing prices and discounts;

FITTINGS—	
Cast Iron fittings	25%
Bushings, cast	27½%
Do., malleable	25%
Flanges	37%
Plugs	27½%
Flange unions	22½%
Malleable unions	42½%
Dart unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in, close and short	50%
Do., long	60%
Do., 4½ to 8 in., close and short	40%
Do., long	50%
Couplings, 4 in. and under	30%
Do., 4 in. and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

SHEET QUOTATIONS NOMINALLY UNCHANGED

Montreal

There is no marked change in the quotations on sheets in general, although in all cases prices are very nominal. For some time past price levels have varied among the jobbing circles, and from time to time a reduction would be made in some quarter. For this reason it has been necessary to quote a range, especially would this apply to black and galanized sheets. With a variation of from 65 cents to $1.30 on the various weights, the market is very well covered. In the case of tin plate, where lower prices have appeared on certain western markets, local distributors state that while quotations are very nominal, and a concession would be made to secure large orders, prevailing levels are lower on other markets than replacement cost would warrant. Whether local prices will be revised to meet competition is hard to ascertain at present, but it is unlikely that much change will be made until after the first of the year. There is little change in the undertone of the sheet market in general. Business is seasonably quiet and until more activity is shown in the new year, no further price adjustment, at least to any extent, is looked for. Following are local nominal quotations;

BLACK SHEETS

10 gauge	4 00	4 65
12 gauge	4 10	4 75
14 gauge	4 40	4 85
16 gauge	4 50	4 95
18-20 gauge	4 55	5 20
22-24 gauge	4 60	5 35
26 gauge	4 65	5 40
28 gauge	4 75	5 50

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 75
28 gauge	6 35	7 35
26 gauge	6 05	7 00
22-24 gauge	5 90	6 75
20 gauge	5 75	6 60
18 gauge	5 75	6 50
16 gauge	5 60	6 50
14 gauge	5 45	6 50
12 gauge	5 30	6 50
10 gauge	5 20	6 50

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
22 gauge	7 05	6 65
18-20 gauge	6 35	6 50

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	5 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

RANGE BOILERS REMAIN AT REVISED LEVELS

Montreal

No further adjustment in range boiler quotations is recorded since the new lower prices were announced. There is still the unsettled feeling among manufacturers and distributors, and the higher prices are maintained in one quarter. The new lower quotations are more generally given, however, and from all sources the 30 gallon boiler can be bought for $8.75. Whether an improvement will develop on entering the new year is hard to determine, but some are of the opinion that the market will remain more or less unsettled until more activity is shown later in the spring months. Following is new list of prices, announced last week;

RANGE BOILERS—	Standard.	Ex. Heavy
30 gallon	$8 75	$11 25
35 gallon	11 25	13 50
40 gallon	13 50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25

CORRUGATED SHEETS ARE NOW QUIET

Montreal

The quiet season has now settled on corrugated sheets. Sales were very favorable until the colder weather this month, when the movement commenced to show a gradual slackening. Little improvement may now be expected until the early spring buying. Quotations remain at unchanged figures, and in this connection, it is thought that little change will take place until the trend of the plain galvanized sheet market is determined in the new year. Following are unchanged list prices and discounts;

CORRUGATED SHEETS—	Per 100 Sq. Ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00

ROOFING SITUATION LIKELY TO REMAIN UNCHANGED UNTIL AFTER FIRST OF YEAR

Montreal.

Recent developments in the roofing industry, when a reduction of considerable proportion was made by certain manufacturers, while others are maintaining former levels, are still ruling, with no further change anticipated until after the first of the year. Manufacturers, who announced the decline in prices, are now awaiting the passing of the holiday season, and will again commence their bookings after the close of this month. Other manufacturers now anticipate a revision, but it is unlikely this will be announced until January next. The undertone of the market continues steady to firm, raw materials holding fairly firm.

NO IMMEDIATE SIGN OF REVISION IN SOIL PIPE

Montreal.

Although some controversy exists in other centres in connection with prevailing Montreal quotations on soil pipe, local dealers claim there is no immediate sign of a revision to higher levels. Current prices are undoubtedly lower than exist in Toronto markets, but there appear even chances of the revision appearing from the other end to bring quotations to a uniform level. In any case it would seem that little or no change will be made until the new year. Following are local discounts;

SOIL PIPE—	
2 and 3 inch	47½%
4 inch	50%
5 and 6 inch	47½%
Fittings—	
2 to 6 inch	50-10%

ACTIVE MOVEMENT OF ALUMINUM WARE

Montreal.

The Christmas holiday trade is reflected in the sales of aluminum ware, and during the past two weeks these utensils have been very brisk sellers. There was a price revision on different lines at the begining of the month, and this no doubt assisted in the recent improvement. Other wares are selling fairly well, particularly lines of enamelware used by the housewife at the holiday season. Prices are being generally maintained at present, although there are signs of a revision being made on various lines after the first of the new year.

NEW LOWER LIST ISSUED ON WROUGHT PIPING

Montreal.

Following the recent easier trend noted in the primary wrought piping markets, domestic quotations on both standard buttweld and lapweld pipe are now reduced. A new list, No. 54, has been issued, which shows a varying reduction of between 8 and 10 per cent on the different sizes. The latest quotations are contained in the current market price pages.

REDUCED PRICES ANNOUNCED ON WARE PRODUCTS

Montreal.

A substantial reduction has been announced on enameled ware, tin ware, galvanized ware, and similar products. The decline varies in extent on the different lines, but on staple goods is approximately 20 per cent. The complete new discount sheet is contained elsewhere in this issue.

METAL MARKETS ARE A LITTLE QUIETER

Montreal

The ingot metal markets have been somewhat quieter during the past week although the tone continues firm. Changes in prices have been made, but these are very slight. There will probably be a quiet period until after the turn of the year.

TIN.—After advancing to £174, the London market has receded to some extent, which is only natural in view of the recent sharp advance. Just how far this will extend is not easy to say. In the meantime the local market is quiet but firm at 39 cents.

COPPER.—New York continues strong with no change in quotations, although prompt electro is not very plentiful. The market holds out promise of sustained strength and stocks have been certainly lowered appreciably. London continues dull, and would be weaker were it not for the firm tone on this side. Electric is quoted at 18c., casting at 17¾c.

LEAD.—There is no new feature to this metal which is quietly firm in all markets. Demand is quiet locally, but in London and the U. S. A. there is no surplus of spot lead. Little change is looked for in the near future. Local quotations remain at 7½c.

SPELTER.—The tone of this metal is stronger both in London and East St. Louis, but prices have probably reached the top of this movement. Local market is quiet with prices unchanged at 7½c.

ANTIMONY.—Antimony continues featureless on the market, business being dull with prices unchanged at 7c. for Chinese, and 8c. for high grade English.

ALUMINUM.—This metal continues very dull on the market, and quotations are lowered this week to 26c.

Toronto Markets

TORONTO, Dec. 22.—Featuring the downward price changes this week are such products as enameled ware, tin ware and galvanized ware, these lines showing an approximate reduction of 20 per cent. Another recession has developed in prices on wrought piping and a new list now supersedes the quotations contained in list No. 53. Fuel oil prices also register a decline, this change reflecting a slightly easier tone in crude oil markets. The manufacturers have announced revised discounts on two models of the Nineteen Hundred electric washer. A slight reduction has also been recorded on the "Yankee" line of tools. Lower prices appear on skate screws in cartons, while whips of different styles and grades now register a varying recession of between 10 and 15 per cent.

Business in cold weather lines has recorded an improvement, with retail circles enjoying a fair proportion of seasonable trade. In wholesale centres, activity has subsided slightly, with much attention being given to inventory and planning for the New Year requirements. Many dealers record a noticeable improvement in the sale of cutlery and plated wares, electric goods and winter sport supplies.

NEW LOWER QUOTATION GIVEN ON SKATE SCREWS

Toronto.

Another price decline, effective this week, is announced in quotations on skate screws. The new level is 37½c. per carton, compared with the previous quotation of 46c. The extent of this reduction is approximately 20 per cent.

These skate screws are put up in cartons containing one dozen small packets. There are 24 screws in each package, 16 small and eight large. Each package, therefore, contains sufficient screws for one pair of skates. The oval head screws are supplied in two sizes, ⅜ ins. and ⅝ ins., while the round-head are also made in two sizes, but the difference appears as follows: 7/16 in. and ⅝ ins. The variation between the two is necessitated through the projecting head of the latter style, and the fact that the measurements are taken over all.

WHIPS NOW REGISTER REDUCED QUOTATIONS

Toronto.

Whips are included among the items registering price declines this week. The extent of the reduction on the various grades is approximately ten to fifteen per cent.

SLIGHT REDUCTION RECORDED ON "YANKEE" TOOLS

Toronto.

A reduction of approximately 10 per cent. has been announced on the various makes of "Yankee" tools.

REVISED DISCOUNTS GIVEN ON "1900" WASHERS

Toronto.

The Nineteen Hundred Washer Co., of this city, have announced a reduction in the prices on the "1900" electric washing machines. This revision in quotations particularly applies to the Agitator and Cataract models, and is made effective through changing the discount from 5 per cent. to 12½ per cent.

FUEL OIL QUOTATIONS REGISTER DECLINE

Toronto.

Fuel oil quotations have now been reduced ½c. per gallon. This change is in keeping with the recent easier tendency recorded in primary crude oil markets, although downward price revisions are not generally apparent. While there is still evident a fair volume of foreign inquiry for petroleum and refined products, no sales of consequence are reported. The prevailing price levels at production centres are said to be contrary to the development of extensive purchases. The sharpness of the recent advances in the oil markets has discouraged heavy trading to some extent. Lubricating oils are described as quiet, at present. The volume of gasoline consumption has naturally slackened at this season of the year. Prices on gasoline are maintained at the recent levels, but the firm undertone is no longer evident. Coal oils have failed to register any further improvement. The revised prices on fuel oil are as follows:

FUEL OIL—	Per Gal.
In barrels	$ 0.11.1
In tanks wagons	0.10.1
In tank cars	0.09.1

Above prices net.

STRONGER TONE NOTED IN FIBRE MARKETS

Toronto.

Current rope markets are reported as firming up, a condition which is becoming apparent in practically all phases of the cordage industry. Fibre has been one of the basic elements recording a strengthened tone, this degree of improvement being reflected in manufacturing circles. There has been no change in the nominal domestic quotations, and rope distributors state that no immediate revision is anticipated. The volume of business now prevailing is described as barely normal, with trade in a quiet condition at present. Base prices on rope and cordage are contained in the current market quotation pages.

ACTIVITY LESS MARKED IN SCRAP MATERIALS

Toronto.

The waste material markets are practically unchanged from a week ago as regards prices, but activity is less marked, most divisions having slowed down.

Non-ferrous scrap has been steady, but demand has dropped off a little. Nevertheless there has been a good turnover in copper-bearing metals. Dealers report little change in white metals.

Iron and steel scrap is difficult to sell at this time. Dealers are not press-

Substantial Price Reductions On Enameled Ware Products.

ONE of the most important of current price reductions in the hardware markets is the announcement this week of further downward revisions in prices on enamelled ware, granite ware, tin ware, galvanized ware and many similar lines. The average decrease on staple lines is approximately 20 per cent. The changes vary on the different products, the discounts on some wares recording substantial alterations, while other lines do not register quite such drastic revisions. The actual list remains unchanged, but the discounts have been changed all through on a more or less generous scale. Effective December 22, 1921.

Catalogue on January 3, 1916, June 1918, supplement and September, 1919 supplement. Terms 2-30 or 60 days net, f.o.b. Toronto or freight equalized with Montreal, Hamilton and London.

Prices and discounts are subject to change without notice.

ARTICLE—	Montreal Toronto Winnipeg Vancouver DISCOUNT
Granite Ware	50/10%
Pearl Ware	40%
Diamond Ware	20%
S. M. P. White Ware	50/10%
S. M. P. White Ware, Dec'd	Net List
Japanned Ware	Net List
Japanned Ware, White	List Plus 10%
Toys	20%
Stamped Ware, Plain	50/10%
Stamped Ware, Retd.	50%
Tinner's Trimmings	Net List
Except Copper Bottoms	Net List
Pln. Tinner's Trimmings	50/10%
Retd. Tinner's Trimmings	50%
Hdls., Mallets, Snips, Shears, Steel Wire Brushes	Write for Prices
Milk Can Trimmings	List Plus 33 1-3%
Cream Cans	Write for Prices
Factory Milk Cans	List Plus 15%
Railroad Cans	Write for Prices
Government Stamping Charges, all sizes	10c Each Net
Ice Cream Packer Cans	Write for Prices
Pieced Tinware With Copper Bottoms	List Plus 30%
Except Boilers	Special Prices
Pieced Tinware	List Plus 20%
Dairy Pails, etc.	List Plus 20%
Sheet Iron and Steel Ware	List Plus 10%
Except Boilers, Syrup Cans, W. J. Cans	Special Prices
Except Acme Fry Pans	33 1-3%
Except Fry Pans and Spiders	Net List
Except Stove Shovels	List Plus 10%
Except Steel Sinks	Net List
Galvanized Ware	Net List
Except Galvanized Boilers	Net List
Except Galvanized Buckets, Light	Net List
Except Galvanized Buckets, Heavy	Net List
Except Garbage Cans	Net List
Gasoline and Gusher Oil Tanks	Net List
Wash Tubs, Light	Net List
Wash Tubs, Heavy	Net List
Coal Hods, Japanned	List Plus 33 1-3%
Coal Hods, Galvanized	List Plus 33 1-3%
Parquet Pat. Stove Boards, P.L.	40%
Parquet Pat. Stove Boards, W. L.	25%
Dampers and Damper Clips	20%
Stove Pipe Elbows, Tin and Black	Net List
Stove Pipe Elbows, Galvanized	Net List
Stove Pipe Elbows, Light, 5 and 6 in.	$2.00 per Doz. Net
And 7 in.	$2.20 per Doz. Net
Stove and other pipes	Net List
Handy Thimbles	60%
O. K. Thimbles	Special Prices
Copper Wash Boilers	10%
N. P. Tea Kettles	10%
Royal Tea and Coffee Pots, N.P.	10%
Nickel Plated Ware	Write for Prices
Lanterns	50%
Hot Blast Oil Stoves and Heaters	20%
Lamp Wicks	List Plus 15%
Embossed Ware	20%
Oilers	Plus 20%
Miscellaneous	Write for Latest Prices

ing for sales, and the market is more or less in a waiting position, with prices unchanged on all classifications.

Scrap rubber business has also been quieter than in the immediate past. Prices on boots and shoes are nearer $2.50 and $2.75, than $3.00.

The following are averages of dealers' buying prices for large quantities:

SCRAP MATERIALS—

Gross Tons— Scrap Iron		
Heavy melting steel (Hamilton)	$11 50	$12 00
Borings and turnings	2 50	3 50
Rerolling rails	10 50	11 50
Scrap pipe	6 00	7 00
No. 1 railroad wrought	10 25	11 25
Steel turnings (Hamilton)	6 50	7 50
Agricultural malleable	10 00	11 00
Railroad malleable	11 00	12 00
Net tons—		
No. 1 cast	15 00	16 00
Stove plate	11 00	12 00
Grate bars	10 00	11 00
Standard car wheels	13 50	14 00
Scrap Metals.		
Heavy copper and wire	10 50	11 50
Light copper	8 00	9 00
No. 1 composition	9 00	10 00
No. 1 comp. turnings	6 00	7 00
Light brass	3 25	3 75
Heavy yellow brass	5 50	6 50
Heavy lead	4 00	4 50
Tea lead	2 00	2 50
Scrap zinc	4 00	4 50
Scrap Rubber		
Boots and shoes	2 50	3 00
Lumbermen's rubber boots	2 00	2 50
Auto tires	0 50	1 00
Solid tires	0 75	1 25

TIN PLATE PRICES AT RECENT NEW LEVELS

Toronto

The recent brisk demand evident in the primary tin plate markets has been responsible for a corresponding increase in the volume of production. Some shading of quotations, however, is again reported from southern mill centres, this development being attributed to independent producers offering concessions in order to obtain a large ratio of business. In the local markets the quotations on coke tin plates are generally being maintained at the revised lower levels recently recorded. The nominal price level on Canada plates, however, is described as being subject to easier quotations on attractive orders, should they appear. Following are the current lists;

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX, 20 x 28, 56 shets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

TROUGH BUSINESS FAIR FOR CURRENT SEASON

Toronto

Although eavestrough and conductor pipe are now entering the quiet period, current business of these products is discribed as very fair considering the present seasonal conditions. The brisk demand apparent during the Fall weeks has naturally subsided, but a number of small orders are still reported, which tend to keep alive interest in these markets. Quotations generally show no further revision since the discount change recorded early in November, but whether price developments will be witnessed in the new year, is stated as depending primarily upon conditions prevailing in the basic markets and the trend of raw materials and freight rates. Following are the nomina. prices and discounts:

TROUGH (Eave)—

O. G. Square Bead and half round. Size in girth:

	Per 100 ft.
8 in.	15 90
10 in.	17 70
12 in.	21 20
15 in.	28 80
18 in.	36 50

Less 70 per cent.

PIPE (Conductor).

Plain, round or corrugated.

	Per 100 ft. in 10 ft. lengths.
2 in., in 10 ft. lengths, list	18 40
3 in. in 10 ft. lengths, list	22 30
4 in. in 10 ft. lengths, list	29 60
5 in. in 10 ft. lengths, list	40 00
6 in. in 10 ft. lengths, list	49 00

Less 70 per cent.

ELBOWS (Conductor)

2 inch, list	5 25
3 inch. list	6 00
4 inch. list	10 50
5 inch, list	24 00
6 inch, list	29 00

Less 60 per cent.

NEW LIST SHOWS REDUCTION IN WROUGHT PIPING

Toronto.

A decline of approximately 8 per cent. has been made in prices on standard steel pipe. The new list, which is number 54, supersedes the previous list, which has been in effect since September 22. Some easier prices on piping were more or less anticipated at the commencement of the New Year, but the revision materialized a little earlier than was generally looked for. The pipe markets as a whole have registered a fair proportion of activity, with the movement slowing up during the present month. At the same time, production of steel piping has been on a fairly steady basis, with the result that some slight price shading developed in independent steel circles. To meet this competition, other producers have announced the new price levels, effective immediately. The domestic markets are now governed by List No. 54.

WROUGHT PIPE

Price List No. 54. December 22, 1921.

Standard Buttweld Pipe S/C

Per 100 feet.

	Steel		Gen. Wrot. Iron	
Size	Blk.	Galv.	Blk.	Galv.
1/8 in.	$ 6 00	$ 8 00	$	$ ....
1/4 in	3 84	5 94	7 20	9 30
3/8 in	3 84	5 94	7 20	9 30
1/2 in	4 85	6 46	7 31	8 93
3/4 in	5 87	7 71	8 86	10 70
1 in	8 16	11 05	12 58	15 30
1 1/4 in.	11 04	14 95	17 02	20 70
1 1/2 in.	13 20	17 88	20 35	24 75
2 in.	17 76	24 05	27 38	33 30
2 1/2 in.	28 08	38 03	.....	.....
3 1/2 in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S/C

Per 100 feet.

	Steel		Gen. Wrot. Iron	
Size	Blk.	Galv.	Blk.	Galv.
2 in.	$21 46	$27 38	$31 08	$37 00
2 1/2 in.	31 59	40 95	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3 1/2 in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4 1/2 in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

ONLY MINOR INQUIRIES FOR BOILER TUBES

Toronto.

Prices on boiler tubes continue to remain at unchanged levels, the current volume of inquiry not being sufficient to bring out easier quotations. For some time past it has been thought in certain quarters that lower price levels on boiler tubes would not be surprising, but distributors state that at the existing minor proportion of business activity, the prevailing quotations on these products are well representative of current market costs. A strong demand might produce some future reductions, but no market costs. A strong demand might the present season of the year. Following is the nominal list:

BOILER TUBES—

	Seamless.	Lapweld.
1 inch	26 00	.....
1 1/4 inch	27 25	.....
1 1/2 inch	26 25	.....
1 3/4 inch	29 75	25 00
2 inch	28 00	22 00
2 1/4 inch	32 00	25 00
2 1/2 inch	40 00	27 00
3 inch	44 00	35 00
3 1/2 inch	60 00	40 00
4 inch	75 00	50 25

SEASONAL RECESSION IN DEMAND FOR SHEETS

Toronto.

The recent lowerings in the base quotations on blue annealed, black and galvanized sheets, are stated as resulting from the slackening demand at this season of the year, coupled with certain efforts in southern producing centers to maintain a fair proportion of mill operation in order to distribute production costs. Railroad buying has recently been the strong feature in the sheet markets, but the latter part of December registered a falling off in volume. The steel requirements in many branches of trade are generally expected to revive in the early months of the New Year. Distributors joint out that the usual winter dullness is expected to characterize the market during the next few weeks. Following are the average nominal quotations apparent on current markets;

BLUE ANNEALED—		
10 gauge, base	3 75	4 50
12 gauge	3 80	4 555
14 gauge	3 85	4 60
16 gauge	3 90	4 65
BLACK—		
18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—

	Queen's Head	Fleur-de-lis.
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 60	7 10
22 gauge	7 25	6 75
18 and 20 gauge	7 10	6 60
Premier and Apollo.		
10 3/4 oz.	6 25	7 00
U. S. 28 base	5 85	6 60
U. S. 26	5 55	6 30
22 and 24	5 40	6 15
18 and 20	5 25	6 00
16	5 10	5 85
12 and 14	4 95	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

London Markets

LONDON, December 22.—Wood screws, asbestos irons and sash weights, supply the price developments on the current hardware markets, all revisions being of a downward nature. The revision in discounts on enameled ware, granite war and similar products entails another reduction of around 20 per cent. on the different lines. A new lower list is also announced on wrought piping. Seasonable lines are enjoying a fair volume of sales, but the prevailing trend of business in this district is described as only fair. While orders are numerous, they are light and of small volume, and it takes a large quantity of such purchases to record a brisk movement. Collections are said to be holding up fairly well.

NEW DISCOUNTS ON WOOD SCREWS

London, Ont.

As announced in last week's issue of Hardware and Metal, further reivsions have now been recorded in the discounts on wood screws. This change is in the nature of a decline, and following the the new quotations:

WOOD SCREWS—
Flat head, bright, 82½ per cent. off list.
Oval head, bright, 80 per cent. off list.
Round head, bright, 77½ per cent. off list.
Flat head, brass, 77½ per cent. off list.
Oval head, brass, 75 per cent. off list.
Round head, brass, 75 per cent. off list.
Flat head, bronze, 72½ per cent. off list.
Oval head, bronze, 70 per cent. off list.
Round head, bronze, 70 per cent. off list.

EASIER TENDENCY STILL NOTED IN LINSEED OIL

London, Ont.

Contributory factors in the linseed oil markets record little variation this week. An easier tone, if anything, has developed in flax seed, which coupled with the lack of interest in oil, has resulted in some easier prices on linseed in certain quarters. The local quotations are generally unchanged at the following levels.

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per gal.	0 84	0 87
2 to 5 barrels, per gal.	0 83	0 86
6 to 9 barrels, per gal.	0 81	0 84

Less barrels, add 15 cents gal.

LITTLE INTEREST DISPLAYED IN TURPENTINE

London, Ont.

Only a minor degree of interest has been recorded in turpentine, and both domestic and foreign markets show practically unchanged price levels. The degree of market activity is usually restricted at this season of the year, but quotations remain fairly steady at the following levels:

TURPENTINE—	
1 barrel lots, Imp. gal.	1 20
2 to 4 barrel lots, per Imp. Gal.	1 19
5 gallon lot, per Imp. Gal.	1 35

PUTTY MOVEMENT RECEDES FROM EARLIER ACTIVITY

London, Ont.

Putty sales continue to record a fair seasonal volume, although the movement has noticeably receded from the brisk activity recorded during recent weeks. Quotations are unchanged at the following levels:

PUTTY—	
Standards, 100-lb. drums, per 100 lbs.	6 30
Standard, 25 lbs., per 100 lbs.	6 55
Pure, 100 lb. drums, per 100 lbs.	7 80
Do., 25 lb drums, per 100 lbs.	8 05

REVISED QUOTATIONS GIVEN ON SASH WEIGHTS

London, Ont.

New lower prices are now in effect on both the solid and sectional styles of sash weights. The reduction is in accordance with lower levels which have prevailed on these products in other market circles. Following are the revised quotations:

SASH WEIGHTS—	
Solid, 3 lbs. and heavier, per 100 lbs.	2 50
Sections, 1 lb.	3 25
Sections, ½ lb.	3 75

LOWER PRICES APPEAR ON ASBESTOS IRONS

London, Ont.

Some new quotations recently effective on the sets of asbestos irons, register a decline of approximately 10 per cent. This revision applies to both the following makes:

ASBESTOS IRONS—	
No. 60 Dover, set	$ 2 25
No. 70 Asbestos, set	2 85

REDUCED PRICES ANNOUNCED ON WARE PRODUCTS

London, Ont.

A substantial reduction has been announced on enameled ware, tin ware, galvanized ware, and similar products. The decline varies in extent on the different lines, but on staple goods is approximately 20 per cent. The complete new discount sheets is contained elsewhere in this issue.

GOOD SEASONAL SALE FOR SILVER-PLATED WARE

London, Ont.

There is a good seasonal sale at present for such wares as 1847 Rodgers, and also the Community flat silver-plated lines. The price levels in effect on these products during the fall months remain unchanged.

PRICES ON WROUGHT PIPING AGAIN LOWERED

London, Ont.

Following the recent easier trend noted in the primary wrought piping markets, domestic quotations on both standard buttweld and lapweld pipe are now reduced. A new list, No. 54, has been issued, which shows a varying reduction of between 8 and 10 per cent. on the different sizes. The latest quotations are contained in the current market price pages.

GLASS OVENWARE SALES IN FAIR VOLUME

London, Ont.

A brisk volume of activity is still evident in Pyrex glass ovenware. Sales are seasonably good, with a steady demand being recorded for these products. Quotations remain unchanged at list less 30 per cent.

ELECTRIC GOODS IN FAIR SEASONAL MOVEMENT

London, Ont.

Electric irons, toasters, grills and electric heaters are commodities selling well at the present time. Current quotations on these products are as follows:

ELECTRIC GOODS—
Canadian Beauty Line—Irons, No. 90, $6.75; toasters, No. 210, $7.50; grills, No. 402, $13.50. Less 27½ per cent.
Heaters—Majestic, No. 7, $11 each; No. 8, $16 each. Less 27½ per cent.

BETTER MOVEMENT RECORDED IN ICE SKATES

London, Ont.

Dealers now report a fair movement of ice skates. During the past week, orders have been more numerous. Booking prices continue in effect on the Starr line at list less 30 per cent.

Winnipeg Markets

WINNIPEG, December 22.—Price declines appearing on the current hardware markets include Sieman's Mattin wire rope, cow bells, Kraft wrapping paper, lumbering tools such as peavies and cant hooks, step and extension ladders, Dart unions and rubber belting. Other basic markets covering bar iron and steel, black and galvanized sheets, and wrought iron piping, have registered a slightly unsettled condition, but no price developments have as yet been announced. A downward revision in pipe quotations is looked for in the near future. Current business is of a very steady nature, the influence of holiday trade being apparent in retail circles.

LUMBERING TOOL PRICES REDUCED 20 PER CENT

Winnipeg

A 20 per cent. reduction is announced this week on lumbering tools. Following are a few of the revised prices.

LUMBERING TOOLS—
Peavies—4½ ft., $33.15 per doz.; 5 ft., $33.80; Cant Hooks—4½ ft., $27.95 per doz.
Cant Hook Handles—4 ft., $5.85 per doz.; 4½ ft., $6.50; 5 ft., $7.15; 6½ ft., $7.80.

TURPENTINE REMAINS AT RECENT FIRM LEVEL

Winnipeg.

The price on turpentine has remained firm for some weeks, but a slight reduction is now looked for in certain quarters. The prevailing price is $1.35 per gal. in barrel lots. Less quantity 10 cents per gal. extra. Containers are reduced from 25 cents to 20 cents extra.

RUBBER BELTING FOLLOWS LOWER MARKET TREND

Winnipeg.

Following other products of rubber manufacture, rubber belting is now quoted lower. Western Rubber Belting or equal 6 in. and under is now selling at 58 per cent. off the list.

REVISED DISCOUNTS APPEAR ON DART UNIONS

Winnipeg.

A reduction has been made on Dart Unions. Sizes ¼ to 2 in. are now selling at 18 and 25 per cent. off list and sizes ⅛, 2½ to 4 at 5 and 25 per cent. off.

STEP AND EXTENSION LADDERS NOW HAVE LOWER QUOTATIONS

Winnipeg.

A reduction of approximately 10 per cent. is announced on step and extension ladders. Following are the revised net prices:

LADDERS—(Step)
Common—3 ft., $1.00 each; 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.
Extension Ladders—20 ft., $5.80 each; 24 ft., $6.95; 28 ft., $8.10; 32 ft., $9.25; 36 ft., $11.80; 40 ft., $13.10.

LITTLE VARIATION IN LINSEED OIL MARKETS

Winnipeg.

Quotations on linseed oil have had no change for some time. The present prices are 95 cents per gal. for raw and 98 cents for boiled in barrel lots.

KRAFT WRAPPING PAPER REGISTERS DECLINE

Winnipeg

A reduction of one cent. per pound is announced on Kraft Wrapping Paper, and the selling price is now $11.00 per 100 lbs.

COW BELL PRICES NOW ON LOWER LEVEL

Winnipeg

A reduction in price is announced this week on Holstein cow bells. Following are the latest quotations:

COW BELLS—No. 0, $11.75 per doz.; No. 1, $9.55; No. 2, $7.85; No. 3, $6.10; No. 4, $5.20; No. 5, $4.80; No. 6, $3.90.

DECLINE IN QUOTATIONS ON WIRE ROPE

Winnipeg

A substantial reduction is made this week in the prices of wire rope. Following are the revised prices.

WIRE ROPE—
Siemens Martin—¼", $6 per 100 ft.; 5-16", $6.80; ⅜", $8.60.

REVISED LOWER PRICES ON BUILDERS HARDWARE

Winnipeg

According to a current announcement by the manufacturers, prices on builders hardware now show another reduction. The actual extent of the decline, affecting each particular product, records some variation, but is generally in the neighborhood of 10 per cent. Door locks, knobs, door sets and latches are affected.

Pittsburg Markets

PITTSBURGH, December 20th.—The National Tube Co., (Steel Corporation) issued new price lists dated December 15, increasing discounts on standard steel pipe and O. D. pipe 2½ points, and discounts on line pipe three points, effecting reductions of approximately $5 a ton respectively, oil country goods being also reduced $5 a ton. These lists supplant those of September 16, which also represented reductions, the basing discount on pipe changes from 69½ to 71 per cent. off list.

The steel corporation's action was prompted by continued shading on the part of independents. This shading began shortly after the reduced lists of September 16 were issued, the reduction at that time having also been caused by the shading of independents. The shading gradually spread until it became practically universal among the independents on all their business, but it did not go much deeper. In standard pipe the usual thing was to give customers an extra 5 per cent. discount, beyond the regular trimmings of the leading interest. Frequently the independents give an extra 2½ per cent., and they claim they must do so on account of the consignment method the leading interest follows so largely in marketing its product.

While a strongly competitive condition existed the independents were deterred from cutting prices more deeply because they had 60-day price guarantees outstanding. The reduction now made by the leading interest goes deeper than the shading in the case of standard pipe. In line the reduction is merely in the price at which small lots are sold, for on large lines there is practically always a large concession given by any seller. Recent large line pipe orders have gone at $20 to $25 a ton under list prices, whereas the list prices are now reduced only about $6 a ton.

Prices Almost Stationary

The decline in tubular goods is interesting in itself and interesting in the commentary it gives on the general steel market situation, which has been that of prices remaining practically stationary on account of buying being rather light as a whole, and orders individually being small in size. There has been little incentive to make further cuts in price, even though there is a strongly competitive spirit throughout the trade. Tubular goods constituted an exception to this rule of there being a light demand, hence prices yielded. It is not an unfair assumption that if there had been heavy demand in another line of finished steel products the price would probably have yielded likewise. Experienced market observers have been predicting for several weeks that should a general disposition to buy develop, particularly for forward delivery, fresh declines would occur in the products involved. The declines would not be large, only a very few dollars a ton, as there is not room for declines. Prices in general are approximately at cost of production, with the present operating rate. With a higher operating rate costs would be somewhat lower. In tubular goods it appears there was a fair margin, and with the expectation of a heavier operation in prospect, mills were more ready to make concessions. Pipe mills are now operating at various rates, say from 60 to 80 per cent. of capacity. Taking the rest of the steel industry as a whole, it is hardly operating at an average of 40 per cent.

Steel ingot production reached a maximum, about November 1st, of 25,000,000 tons a year or perhaps a trifle more. The steel corporation and independents were operating at very nearly the same percentages of their respective capacities, say 48 to 50 per cent. Since then independent mill operations have decreased very considerably, while the steel corporation maintains its operations fairly well. For the industry as a whole the rate is probably about 21,000,000 tons a year, against only about 10,000,000 tons a year, at the middle of last July.

Bars, shapes and plates remain quotable in general at a range of $1.50 to $1.60, but the $1.50 price is more generally in evidence than formerly, and $1.60 is rather exceptional. If particularly desirable orders were going, $1.50 would perhaps be shaded on such orders. The sheet market can usually be depended on for developing interesting news. Recently it was the most irregular of all the finished steel markets, there being deep cuts interspersed with attempted advances, some of them successful. Now sheets have gone to the opposite extreme, for the market is firmer than that of any other finished steel product. In fact, it appears that the prices of $3.00 on black sheets and $4.00 on galvanized sheets are now being held with absolute rigidity, no buyer being able to secure even the slightest concession.

Tin plate is easier. The shading done for several weeks by one or two mills has spread until now several of the independents are shading somewhat freely, selling at $4.65 or less when the regular price, maintained by the Steel Corporation, is $4.75.

Pig Iron

Foundry pig iron has been quotable for weeks past at $20.50, valley, the price lately becoming practically nominal as there were no transactions of importance to test by. In the past ten days a few relatively small inquiries have come into the market, and they developed a price of $19.50, at which the market is now quotable. Bessemer remains at $20 and basic at $19, both at valley furnaces. Whether these prices would be shaded on a nice order remains to be seen, the balance of probability being in favor of the buyer.

"Selling the Town" on Value of Paint

How Increased Sales of Varnishes and Enamels Can be Made in the Cold Weather—Demonstrating Value of Varnishing Linoleum and Enamelling Kitchen Furniture—Demonstration on a Large Scale Stimulates Paint Interest Throughout the Town.

GREAT possibilities are offered at this time of year for the sale of varnishes and enamels. Chairs tables, linoleums, bath rooms, automobiles, interior woodwork etc., can be much improved in appearance with the use of some of these products. A little study of ordinary home requirements indicates how much business can be developed from some educational work along the line of developing trade for these products. For instance there are few people realize the advantage of varnishing the linoleum in their homes. With the high price of linoleum, the need for protection against undue wear becomes even greater, and varnish offers splendid protection with a minimum of cost and labor to apply.

In suggesting varnish for this purpose it can be pointed out that varnish preserves the coloring of the linoleum. The pattern will be kept in its original condition for many years longer when protected with a coat of varnish. Worn spots will also be eliminated by this protection and this gives greater life to the floor covering because oftentimes when worn in only two or three places, the appearance of the whole piece is marred.

Easily Cleaned

Another argument is that linoleum is much more easily cleaned when coated with varnish. These two arguments will prove effective when suggested to the housewife because few of them are not of a sufficiently economical turn of mind to reject the purchase of a small tin of varnish which will add greatly to the length of service of expensive linoleum. Also from the standpoint of the labor saving in keeping the floor clean, the housewife will recognize an argument which justifies the buying of this line. The correct application of varnish on linoleum also calls for a certain type of brush and two sales can be made for the one sales talk.

Demonstrations can here again be used to good advantage. A section of linoleum can be shown, part of which is varnished and the other part unvarnished. A table might also be shown which has had a new coat of enamel painted over one half of it. The product in the cans can then be attractively arranged in connection with the display. The contrast which is made serves to remind onlookers that they have dingy looking articles at home which can be brightened up with the use of the specialties shown. The newspaper ads, circulars to mailing list etc., can be used to supplement the energy spent on special displays and so make the whole campaign more productive.

Helps Other Slow Movers

One hardware merchant who has been following out the ideas for specialty sales as outlined in recent issues of Hardware and Metal, has adopted a plan which has proved effective in selling otherwise "slow-moving" lines. This plan is to group a range of such lines on a table located near the door, mark them plainly at bargain prices and then bend every effort toward having every customer who enters the store, look carefully through the lines shown to see if there is anything which they could use to advantage. When properly displayed and priced it is the experience of this merchant that such goods move out with surprising rapidity.

Merchants centrally located in live towns and cities can depend largely upon their windows for attracting interest in such sales of specialty lines, but merchants on the outskirts of such centres and in smaller towns and villages where much of their trade is with people who do not pay such frequent visits to their store, should use ads and mailing lists to best advantage. Invitations can be extended to prospects to visit the store on such and such a day when a demonstration of interest to them will be held. The mailing list should be carefully weeded out and classified so that the maximum result may be secured from such effort.

Demonstrations

Demonstrations are becoming a more and more important feature of the paint selling plans. In this connection it is interesting to note a story related in a recent issue of the American Paint and Oil Dealer showing how a paint salesman who had it put up to him one day by a customer to show how the big potential business which he had pictured could be actually secured, went about achieving this end. This plan may give some selling suggestions to hardware merchants.

"You've been telling us for a long time that we could make money if we pushed paints and varnishes. Show us how and we'll do the pushing," the manager of the company said to Barton.

"Just leave that to me," the latter answered. "'Give me full sway and I'll open your eyes in the course of a week."

That sounded well to the hardware merchant as selling talk, but this firm possessed Missourian characteristics and said, "Show us!"

Barton, given the word to proceed, went to see the painter who did work for the wealthier families of the town. The latter was a good fellow and Barton had little trouble getting acquainted with him. After showing this painter how to obtain some new effects in wall decoration, he was so pleased that when Barton told him of his plans to increase the paint business of the merchant (which incidentally would be to the painter's advantage), he promised to help in any way he could.

Barton had planned on a demonstration as the best method to stimulate paint business. This was not to be the ordinary three or four hour demonstration but one to last five days.

The merchant didn't have a suitable place for holding this, so an empty building on the main street was rented for a week and advertisements were run in the local newspapers. A large part of the paint stock of the company was moved to the store and neatly arranged there, for Barton meant to do some selling on the spot. The company was also fortunate in having in stock panels and sheets of wall board which should be used for demonstrating purposes. A special platform was built where Barton and his friend the painter might work in full view of the crowd, and chairs were placed around the room for the convenience of the audience. All was in readiness for the demonstration and then, oh gosh, the first day it rained.

It was the same on the second day and also the third and the fourth. Scarcely a handful of people had attended the demonstration. The rain kept them away and it began to look as though the whole affair would be a grand fizzle. The merchant was quite discouraged and about to say, "I told you so." Barton himself was somewhat disheartened but kept up a bold front and cheery attitude and said, "If the sun comes out to-morrow, just watch things hum."

Sun Brings the Crowd

Saturday, the last day of the demonstration, dawned fair. The sun came out and with it the crowds. All morning, afternoon and evening the hall was full of people. There they received an education in paints and painting. They were told the difference between good paint and cheap paint, and then were shown the difference. Panels were painted by Barton and the painter right before their eyes. These were then placed around the edges of the room so that they could be closely examined. Panels of wall board were painted, stippled in pattern effects and stenciled, this work proving to be par-

(Continued on page 50)

SERVICE

CONFIDENCE

FAIR DEALING

Business Building Material

"Day by day we become more like the thoughts within us."

IN business, as in every other Department of life, Ideals manifest themselves thru our conduct. That is to say, that upon the quality of our Ideals depends the nature of our practices.

The following experience serves to illustrate the natural results of high ideals in our business practices.

We had just submitted our entire proposition to a large firm whose manager, apparently, was skeptical about our ability to fulfill our claims. Happily he thought of an old friend and asked us to wait until he had spoken to him. This one-sided conversation ensued:

"That you, Bill? Alf speaking. Say, Bill, I am thinking of going into the Paint Business and want some advice from you. If *you* were just starting a Paint Department, what line would you stock?" From that time on, all we heard was "Yes . . . Yes . . . Well, why? . . . Is that so? . . . Thanks, Bill—come over and see me some time."

He hung up the receiver and turned to us. "All right, boys, make up a stock order—not too heavy. When a man like Platt says the things he said about Lowe's —*I'm sold.*"

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered.

The Brush Department

Ordering for Spring Brush Requirements

Current Volume of Business Described as Brisk With Purchases in Larger Quantity Than Last Year—Reduction in Brush Quotations Prominent Factor in Restoring Buyer's Confidence.

AN interesting phase of the present brush market is the brisk manner in which orders covering Spring brush requirements are reported coming into factories and manufacturer's agents. Wholesale houses are stated as placing extensive commitments with various sources of supply, the result being that activity reigns in brush circles generally. The current volume of business is described as far better than was evident at this time last year, the individual orders not only being slightly more numerous, but the different requirements are in larger quantity.

One of the principal reasons attributed to this movement in the brush industry by a prominent Toronto distributor, was the fact that an active campaign is being initiated to make 1922 the greatest year in the history of the paint industry, and the attainment of such an objective would naturally be reflected in brush consumption. For paint to be properly applied, brushes are absolutely necessary, stated this dealer to Hardware and Metal and the individual public effort to "paint-up" was undoubtedly responsible for increased brush sales. The paint trade is also considered as an active medium for brush requirements on a more extensive scale than ever before, all of which are factors calculated to be of direct interest to the brush department.

Improvement In All Lines

It was further pointed out that the current amount of business in dollars and cents was not expected to reach the former total owing to the reductions evident in brush prices. Some jobbers are stated to have opened new accounts, and the expectations for brisk activity in all phases of the industry is reflected in the volume of trade already recorded. The improvement is not alone confined to paint brushes, the many household lines and brush specialties also proving popular.

The fact that a substantial decline was announced in brush quotations by manufacturers last summer, is described as another stimulant towards the return of the buyers' confidence. Some distributors state that this liquidation occurred at a time when such a step was looked upon as courting disaster in certain quarters, but the anticipations of the producers for bigger spring business justified the extent of the reductions.

Previously, the retailer had adhered strictly to the policy of buying from hand to mouth, a habit which made it very difficult for the wholesaler to correctly estimate the season's brush requirements. The current business is, in turn, also reflected on manufacturers' stocks. The current business is said to be more satisfactory from this viewpoint, a condition which is attributed to prevailing brush quotations being looked upon as settled until well into the Spring of 1922. The better brush displays now evident in retail circles generally, is another fact serving to maintain a brisk market for brush lines of every description.

PRATT AND LAMBERT VETERAN PASSES ON

In June, 1880, over forty-one years ago, at Long Island City, Martin J. Hogan—the oldest employee in point of service—entered the employ of Pratt & Lambert-Inc. being engaged in various capacities. Although retired for a number of years on a service pension, his loyalty and faithfulness prompted him, during the war, to serve as a member of the plant police force at Buffalo. He died Tuesday, Dec. 6th, at his home, after having visited the plant the day previous. The Company flag was lowered half-mast on the day of his funeral, when officials and former associates paid their last respects to the oldest member of the P & L Family.

EXPORTS AND IMPORTS OF PAINTS, ETC., IN OCTOBER

Canada exported to the United States in October, 60,000 lbs. of zinc, oxide, sulphide and lithopone, valued at $143, and other paints to the value of $7,186.

In the same month Canada imported from the U. S. linseed oil to the extent of 1,483 gals. valued at $1,283; $26,706 worth of carbon, bone, lampblack; $22,-779 worth of other dry colors; Red lead 13,141 lbs. valued at $1,230; white lead 42.286 lbs. valued at $3,026.

Ready mixed paints to the extent of 10,910 gals. were imported by Canada from the U. S. in October. This was valued at $19,574; varnish, 2,482 gals. value $3,967; zinc oxide, 392,340 lbs. value $29,539; all other paints value, $81,693.

Canada's imports of naval stores from U. S. in October were:—Resin, 11,789 bbls., value, $60,346; turpentine, 91,-595 gals. value $62,179.

ADVOCATE PAINT-UP TO RELIEVE UNEMPLOYMENT

The principle of advocating Clean-up, Paint-Up and Fix-Up in order to relieve unemployment during the winter months has recently been adopted by the Unemployment Committee of an American city. The Mayor publicly approved of the scheme, and wide publicity is being given to the campaign, not only through the press, but also by means of posters in street cars and other public places. Business Men's associations have arranged to supplement this appeal by short addresses to gatherings in theatres, and similar meetings. The citizens are being asked to provide work along these plans, both individually and through their organizations. The various paint manufacturers and distributors have been firm boosters in the campaign, with excellent support accorded by the retail hardware interests.

SELLING THE TOWN ON VALUE OF PAINTS

(Continued from page 48)

ticularly interesting to the women in the audience. As the men worked, Barton explained everything in terms that could be understood by all. In a few words, the people were given a short course in paintmanship.

It was all new to them. Paints had never been demonstrated to them before. In fact, to most of them, paint was paint and they did not realize that there were many different kinds of paint, that each had its particular use and that there was the same difference in the quality of paints as in things they were more familiar with.

Their interest stimulated, they were moved to action when they saw the results that could be obtained and understood the protective value of paints and varnishes. More than five hundred people watched. Many of them bought—some, little things for touching up the bare spots about their homes; others, enough to paint their entire houses. When the sales for the day were tabulated that evening they amounted to something over $800, not a bad day's work. Besides, several business buildings, a restaurant, furniture store, motion picture theatre and barber shop which later bought wall finishes were really sold on them that day.

The painter, too, felt that his efforts were amply rewarded for he obtained many jobs on the spot. Last of all, it was a victory for Paint and Varnish.

BOECKH TRADE MARK EST^BD 1856 TORONTO

Boeckh's Brush News

Get New Business

It is astonishing how many apparently small lines there are in the hardware store, whose sale could be increased by a little extra effort on the part of the dealer and his clerks.

A case in point is furnished by the sale of brushes, which is neglected by some dealers, but pushed with remarkable success by others. There is not a factory which does not require a number of brushes and brooms, either for sweeping out, or for some of the processes of manufacture. Every butcher shop in the town must use wire brushes for cleaning the tables, and every barber shop consumes a fair quantity of shaving brushes.

In the majority of cases, these requirements are filled by supply houses who send around their travelers to take orders. There is no reason why the local hardware dealer should not capture this business, and there are many reasons why he should, if he goes after it. He will be able to offer just as good prices as the supply houses, and will have the additional argument that trading with him, means keeping the money in circulation at home.

If the hardwareman, or one of his clerks, would form the habit of making a weekly circuit of the mills, factories and stores of his town, soliciting orders, he would soon find his business growing in such supplies as are most frequently in demand and are nearly always carried in stock at the hardware store.

Special mention has been made of brushes, and this is a line in which a good business can be worked up, in the manner suggested. But there are hosts of other articles which might be sold if the business were solicited.

In this way the dealer will become better acquainted, and obtain a standing in the community. Needless to say he would also land business, which he had not in the past even thought of, and the men who give him orders in their business, also think of him first, when placing orders for their household.

The idea is not patented, and it is well worth a fair trial. Though it may be difficult to "get in" at once, it will pay to persevere, and good work will surely be rewarded in time.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

Distributors—

Montreal—The H. E. Smith Sales Co., 130 Craig Street West.
Winnipeg—Mr. J. B. Buckham, 664 Broadway.
Vancouver and Victoria—The T. S. Griffiths Co., 1080 Hamilton St., Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, December 22.—Linseed oil is again reported on a firmer market, after the slight recession of last week when quotations dropped 2 cents per gallon, in sympathy with the easier tone which developed in the flax market. The slump in seed is now well overcome, for the present at least. During the present week the slackening continued in the early part, but stiffened towards the end, and in the past few days an appreciable gain has been made. Quotations while unchanged, are considerably firmer than one week ago.

Little change has developed in the turpentine market, the strength of a number of weeks past still being displayed. Demand for this product locally is very light at present, orders coming to hand still of a small nature, but a slight improvement is noted in this regard in Southern primary markets. Further activity is anticipated there following the New Year, which will likely have a further hand in firming the situation.

Although the season for window glass is practically at a close, distributors are still anxious for an improvement in deliveries, as stocks are exceptionally low on their hands at present, especially in double diamond cuts. The demand has naturally fallen off considerably with the presence of the recent cold weather, but there are still dealer offers awaiting fulfillment. Prices are remaining unchanged, with the higher transportation rates on imports, owing to the close of navigation, tending to firm the market to an extent. The holiday season has caused a slackening in paint and varnish activities, and this temporary lull will continue until after the first of the year. Quotations on all lines are holding with little or no change thought likely.

BETTER TONE AGAIN IN LINSEED OIL

Montreal.

Following the easier tone in the local oil market last week, the tendency is again firmer with the flax market now displaying more strength. For the early part of this week the seed situation continued on the easier trend, but towards the middle of the week a turn was forthcoming and in the past few days an appreciable gain was recovered. It will be remembered that local oil quotations dropped two cents last week in sympathy, and while the same figures are now holding, prices are again firmer. The demand is still of a very quiet nature, and while this may be expected of the dealer trade, it was thought that some activity would be shown among the large buyers at this time, but here too, a waiting attitude seems to rule. With the turn of the year now practically at hand, signs of improvement may develop, in which case a stiffening of oil prices would seem probable. On the other hand, competition, following a more active market would have the opposite effect, according to some well informed with the situation. For the present, quotations are as follows:

LINSEED OIL—

	Raw.	Boiled.
1 to 2 barrel lots, per gal ...	0 81	0 83
3 to 5 barrel lots, per gal ...	0 79	0 81

Less barrels, add 10 cents per gallon.

TURPENTINE FIRM: PRICES HOLD AT ADVANCE

Montreal.

Current quotations on turpentine remain at the advance of last week, namely $1.17 per gallon in one barrel lots. It was noticeable that the advance then recorded was not followed in general, some quarters quoting slightly lower, but prices now are generally ruling at above figures. The continued strength in the market for the past few weeks, shows no sign of subsiding, and a firm tone is still reported in Southern primary circles. The demand there, which has been seasonably dull in past weeks, has looked up a little and this should have a further strengthening effect in the situation. Foreign demand shows a slight slackening, but this is only considered temporary, and an improvement will likely be felt as soon as the holiday season is over.

Locally little interest is shown, and orders that are coming through are almost entirely of a small nature. The future of this product, however, from present indications, is likely to continue firm. With the quiet demand evident for some time past notable strength has been maintained, and the market might possibly further stiffen with increased activity. Prevailing prices are the following:

TURPENTINE—	Imp. gal.
1 barrel lots	$1.17
2 to 4 barrel lots	1 15
Broken lots	1 27

SHELLAC IS ON STEADY TO FIRM BASIS

Montreal.

Shellac prices are nominally unchanged locally, with a steady to firm undertone continuing. In primary circles, gum shellac displays more activity from week to week, this further tending to strengthen the market. Current business locally is at present dull, owing to the holiday season, but a revival of activity is looked for early in the New Year. Following are nominal local quotations:

SHELLAC—	
Orange shellac, in barels	$4 15
Do., in one gal. jugs	4 50
White, in barrels, or 5 gal. jugs	4 66
Do., in one gal. jugs	5 00

STOCKS OF WINDOW GLASS NONE TOO AMPLE

Montreal.

Although the activity in window glass is now of a minor nature, with the season advanced, importers and distributors are far from satisfied with deliveries and stocks on hand. It was thought that before this date the situation would have been clear insofar as a surplus of supplies was concerned. Such, however, is not the case and window glass is even yet none too ample on the local market, particularly in double diamond cuts. The season has been prolonged owing to the open weather up until the middle of the present month, and distributors were a little concerned, all through the season over stocks replacement. Stocks are therefore very light at present with no improvement showing in the arrival of further shipments.

Quotations are, if anything, of a firm tendency, the close of navigation which means higher transportation rates, tending to stiffen current prices. Montreal net list will be found on current market page.

Toronto

TORONTO, December 22.—Current quotations on both linseed oil and turpentine retain the recent nominal levels. Demand for both products is also very light at present, with little variation in primary circles. The close of the year dullness is apparent in turpentine, and domestic interest is described as very indifferent. Some prospects for increased foreign buying, are reported from southern production centres. The most noticeable fact in the current situation is the manner in which prices have been maintained in spite of the apparent apathy of consumers. The firm undertone in turpentine noted during recent weeks, is still in evidence.

Linseed oil requirements are still of a minor character, with large consumers adopting a waiting policy. The flax seed markets are fluctuating, last week recording a depression, and this week a recovery. These movements, how-

(Continued on Page 54)

This is a 5¾" brush of absolutely pure Chinese Bristles. There is absolutely no horse hair used, or other hair of any kind. As can be seen, it is a hard, full, generous brush, suitable in every way to get the best results from Muresco with consequent satisfaction to all concerned.

Muresco

And Its 5¾" Brush

Create a "Homey" Feeling When Applied to Wall or Ceiling

MURESCO, from the merchant's point of view, is a desirable and profitable addition to the store. "Nothing succeeds like success," they say, and certainly the merchants' sales of Muresco have increased wonderfully. Consumers are insistent on having Muresco, and quite naturally. Nothing else gives the artistic, soft, velvety finish of Muresco. Nothing else is so easily applied on so many kinds of surfaces with such invariably satisfactory results.

Yes, it pays merchants well to sell Muresco.

The Moore Line Consists of:

MURESCO: the best wall finish.
HOUSE COLORS: A pure linseed oil paint.
FLOOR PAINT: "Can't be beat for under feet."
TILE-LIKE: Varnish and stain combined.
MOORAMEL: Perfect flowing enamel.
SANI-FLAT: A non-poisonous flat oil paint.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Toronto **Winnipeg**

"Quality forever Moore"

If interested tear out this page and place with letters to be answered.

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ever are stated as not being sufficient volume to affect linseed oil quotations at present. Demand is described as very slack.

FIRM TONE IN TURPENTINE DESPITE LIGHT DEMAND

Toronto.

Little variation has been noted in turpentine markets, both the primary and domestic distributing circles maintaining unchanged quotations. The firm levels evident during recent weeks is still a prominent feature at production centres, and in spite of the very light demand at present being recorded, the undertone is firm. Local markets are seasonably dull, with the movement of turpentine expected to brighten in the near future. Following are the nominal unchanged price levels:

TURPENTINE—	Imp. gal.
1 barrel lots	$ 1 20
2 to 4 barrel lots	1 19
5 gallon lots	1 35

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots 15 cents per gallon additional.

LINSEED OIL CONSUMER STILL APATHETIC

Toronto.

While domestic quotations on linseed oil again remain unchanged this week other markets have recorded a slightly firmer undertone to this product during the past few days, without, however, any price developments. Some slight strengthening has been attributed to flax seed recently overcoming the apathy evident in these circles. Seed prices recovered a few points, but the movement is described as of minor proportions only, and has failed to reflect in oil quotations. The current demand for linseed continues to be very quiet, and both domestic and primary markets note a lack of interest by large consumers. It is generally thought that a waiting policy is being adopted, which coupled with the usual slack season, will contribute to easier levels in this commodity. The following are the nominal unchanged levels, but some slightly lower prices are reported in evidence:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 84	0 87
3 to 4 barrel lots	0 82	0 86
6 to 9 barrel lots	0 81	0 84

Less barrels, add 15 cents per gallon.

REDUCED PRICES ARE STIMULATING TRADE

(Continued from page 33)

wages, contractors would have been enabled to put in figures on prospective work that would have insured it going ahead. In this way the men would have been money in pocket at the end of the season, would have lost no time at all, and indirectly would have benefited other industries by creating a demand for the materials required. Many of them it is believed are now seeing the mistake that was made and it is expected that next year's building program will be greatly helped by a more reasonable attitude on the part of the men in various trades.

The opinion was general that lower freight rates will also help greatly in getting business back on a normal basis again.

The apprentice problem is so serious at the present time that Vice-President Thomas Preece estimates that at least 40,000 more bricklayers are required all over the country. There is a serious shortage of apprentices in the plumbing and heating business. In the building trades a careful survey showed that 800 contractors have among them only twenty apprentices.

In connection with the building situation for 1922 it was pointed out to Hardware and Metal that all over the Dominion there is an acute shortage of homes. This is especially the case in connection with small houses suitable for workingmen to buy or rent. In many industrial centres such houses are now at a premium. Delegates agreed that there is a big field in this situation for profitable business, and also in home building generally, and inquiries that are being made among the contractors indicate that a large number of people who are tired of paying high rents for homes that are not suited to their requirements are planning to build. The crux of the situation according to several delegates centres around labor, and if the men in the building trades are willing to work for reasonable rates they are confident that 1922 will see all past records for building broken.

TAKE INVENTORY ON CORRECT BASIS

(Continued from page 31)

dozen or 15 years. But that red ink account will then be a fund out of which you can buy new fixtures without any new expense. And it is good business not to guess but to know.

Depreciation may be handled via the expense account, too, provided the man makes new purchases enough in a year to equal the normal depreciation of ten per cent—not otherwise. This plan I suggest is the only one whereon you may seasonably expect to clean up old fixtures, either while doing business or on a wind-up, and get for them as much as or more than the value at which they stand on your books. This prevents false valuations—made to yourself. Yourself is the last man you can afford to fool.

He says he does not believe in or "cannot see" the interest item because no money is paid out. He includes one fourth per cent for that or around $147 equivalent to normal interest on $2000 capital. I think he has more of an investment, so this may be for money really paid. But if "it is a good plan to figure aside on such subjects," it is a better plan to include all such charges. It costs not $400 but at least $700 to use $10,000 today whether the money is yours or another's: so figure it in expenses—it belongs there.

The figure of 6.50% given for salaries in my former article was the low ratio inclusive of proprietors' salaries. Many carry up to 10% nowadays. But allowance was made for such differences because I thus made a total of only 14% while in my general tabulation I stated that 16.66% was the average.

Lastly—I say it short because it should not require to be said long—if you have a shrinkage, face it! I mean face it to yourself. You may find it expedient not to sell on the basis of your inventory values, but don't get the idea that you may sustain no shrinkage because you blind yourself to it. And I may add that it is always doubtful wisdom not to sell on new values.

Freight Not in Expense

But the item of freight, running near to two per cent on sales, does not belong in expense. It is not expense. It is part of the original cost of the merchandise against which you paid it and must be recovered in your cost and selling prices. It is great folly to regard this as expense. If so handled, it may not go against goods and if it is not put there, you stand to lose it. In this case it means around $1100. That sum would make a difference in your showing if you had it—right. Note that expenses are a source of doubt and question because they are naturally indefinite and hard to fix on certain items. But freight is as definite as invoice cost. It belongs directly against the goods.

Some items of accounting may seem of doubtful value to you, but let me say they all arise from some distinct need and fulfil some duty. Use every one of them rigidly in your busniness and you will grow to see their value and to like them.

KNIFE SALES INCREASED 300

(Continued from Page 35)

store slogan. At the foot of all ads, we wind up by stating. 'You always get what you want at Bowers Bros. At the sign of the saw.' Our sign in front of the store is like a huge saw 8 ft. long painted blue color to imitate steel and has a wooden handle of right proportions altogether this saw is about 10 ft. long, handle is stained in a light oak color. Blade is made from galvanized iron, notched out to represent teeth. Our name is painted on both sides and we have it hung over the sidewalk as an electric sign is usually hung."

The advertising of this firm always reflects some tone of current interest. One ad dealing with farm supplies was headed "Farmers came out on top in the Alberta election, Why?" It then goes on to answer the question and subsequently outlines some details of various lines of interest to farmers whose attention has been secured by this heading.

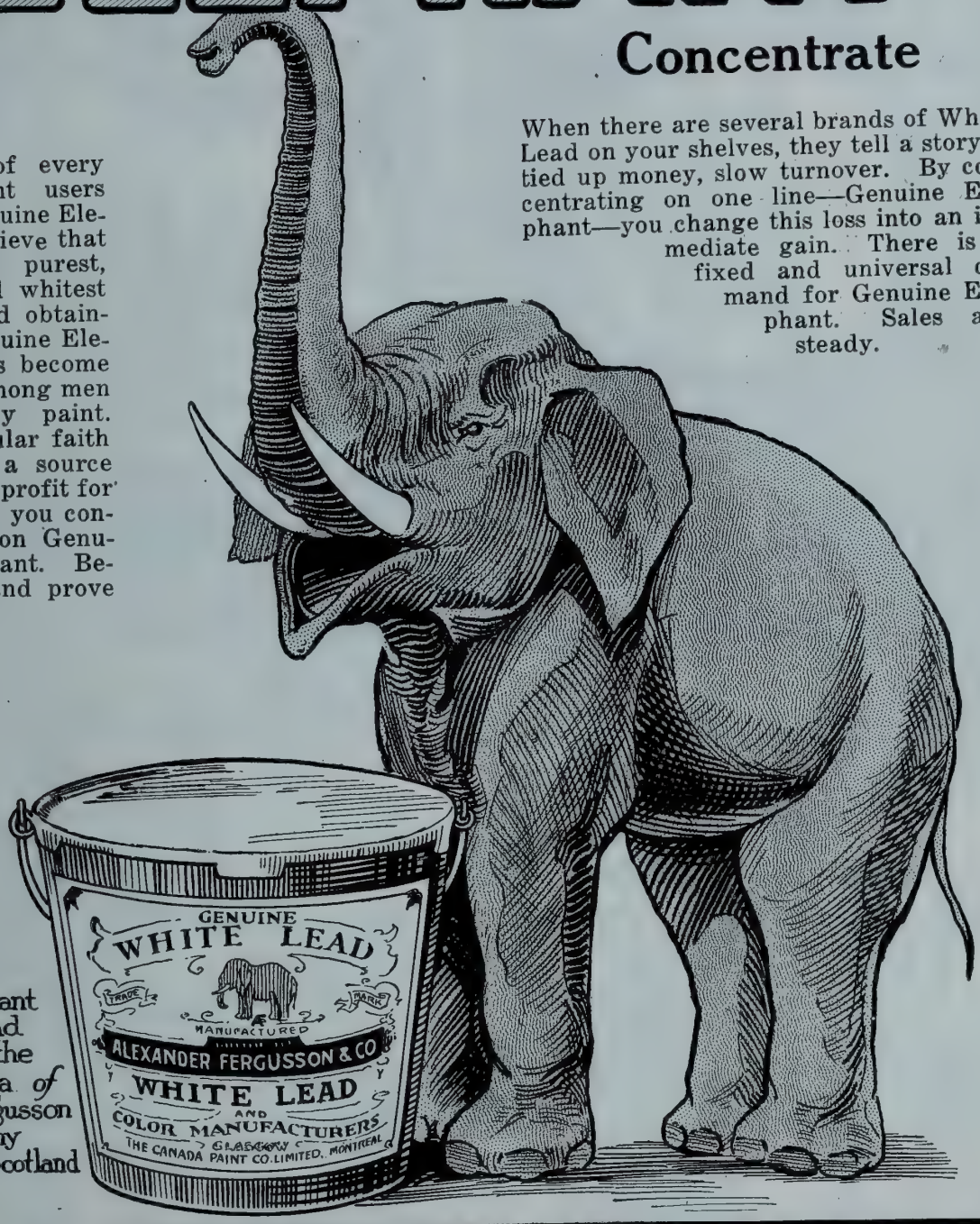
It is by the close study of local requirements which is evident in this review that Bowers Bros. have succeeded in maintaining an important place in the filling of local requirements of hardware.

GENUINE ELEPHANT

Concentrate

Six out of every ten paint users know Genuine Elephant--believe that it is the purest, finest and whitest white lead obtainable. Genuine Elephant has become a faith among men who buy paint. This popular faith develops a source of steady profit for you when you concentrate on Genuine Elephant. Believe it and prove it.

When there are several brands of White Lead on your shelves, they tell a story—tied up money, slow turnover. By concentrating on one line—Genuine Elephant—you change this loss into an immediate gain. There is a fixed and universal demand for Genuine Elephant. Sales are steady.



Genuine Elephant Pure White Lead is made from the original formula of Alexander Fergusson & Company of Glasgow, Scotland

WHITE LEAD

CANADA'S FAVOURITE

CANADA PAINT COMPANY LIMITED, MONTREAL

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	.....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	95 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2	$0 50	Group 3	$1 00
Group 4	1 50	Group 5	2 00
Group 6	2 50	Group 7	3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off.

F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.

Do. car bits, add 7½ per cent.

Beaver, 35%.

Gilmour Auger Bits, 10%.

Gilmour Eye Augers, add 5%.

Irwin Auger Bits, add 5%.

Do., car bits, less 7½ per cent.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	8 75
30-gal. extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.

Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.

Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.

Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.

Machine bolts, 7-16 inch dia. and larger, 40%.

Sleigh shoe bolts, all sizes 25%.

Coach and lag screws 50%.

Bolt ends, 40%.

Square head blank bolts 40%.

Plow bolts, 1, 2, 3 head 35%.

Plow bolts, others, 35% disc. plus 20%.

Elevator bolts, large head 25%.

Elevator bolts, corrugated heads 55%.

Fancy head bolts, 25%.

Shaft bolts, ($3 list), 25%.

Step bolts, large head ($3 list) 25%

Whiffletree bolts, 25%.

Tire bolts, 50 per cent.

Stove bolts, 67½%.

Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.

Nuts, 2 in., and smaller, square, Tapped, net list.

Nuts, 2 in. and smaller, hexagon Blank, net list.

[illegible] add to list, $0.50.

Nuts, 2 in., and smaller, hexagon—Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.

F. O. B., Montreal, London, Toronto.

BRASS Base

Sheets, base, Montreal	0 25
do., Tornto	0 23
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto,	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel ...$4 00

Less car lots—

Per bbl., f.o.b. yard ...$4.75

Per bbl, delivered ... 5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.

F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.

Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.

No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set ...$1 14

COIL CHAIN

	Fireweld Proof	B.B.B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric [illegible] Proof	[illegible]
7-16 in.	11 25	13 [illegible]
½ in.	11 00	12 [illegible]
⅝ in.	11 25	12 [illegible]
¾ in.	11 00	12 [illegible]
3-16 in.	$17 80	$20 [illegible]
⅜ in.	11 75	13 [illegible]
¼ in.	16 25	18 [illegible]
5-16 in.	13 75	15 [illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 37	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 42	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb. F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal 1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50 Toronto, $8.50; London, $8.50.

DAMPERS— Doz.

Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank. List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

DEPENDABILITY!

NOT MERELY SUFFICIENT IT'S DOUBLY EFFICIENT

HARRIS METAL

ENDURING AND TOUGH IT'S MARVELOUS STUFF

SERVICE

It is not luck nor chance that makes
HARRIS HEAVY PRESSURE
THE STANDARD OF EXCELLENT SERVICE
It is science centred in the Laboratories where every ingredient that enters into
HARRIS HEAVY PRESSURE
is analyzed and where the babbitt itself is tested at every stage of its manufacture.
You can always depend on
HARRIS HEAVY PRESSURE
giving Excellent Service, for
THE CANADA METAL CO'S
Laboratories always will keep up its reputation as
"The babbitt without a fault"
Order a box from our nearest factory
HARRIS HEAVY PRESSURE
IS A TRIUMPH OF METALLURGY

THE CANADA METAL CO LIMITED
TORONTO

BABBITT METAL ALL GRADES

SOLDER BAR WIRE RIBBON

LEAD PIPE ALL SIZES

OUR GOODS ARE PRICED AS LOW

FROM COAST TO COAST SERVICE AND QUALITY IS OUR MOTTO

AS HIGHEST CLASS WILL LET THEM GO

SHEET LEAD UNIFORM QUALITY

PIG TIN PIG LEAD

INGOT COPPER INGOT ALUMINUM

START 1922 RIGHT. ORDER NOW

—6 REASONS WHY THE BURROWES PATENTED—

No. 2 BANNER Trade Mark Registered

ASH SIFTER

Is The Best Low Priced Ash Sifter on the Market.

1. Easy rocker motion. Perfect balance. All weight carried by the pressed steel rockers.
2. Eliminates dusty, back-breaking, shaking or lifting.
3. The ashes spread freely in the large sifting tray.
4. The rocking or gravitating motion sifts quickly.
5. Practically dustproof, as all parts are made to fit tight.
6. Its simplicity appeals to all as the common-sense ash sifter.

In three parts—lid, sifting tray and ash can, the can is reinforced to stand the rough usage of the garbage man. Size 12 x 18 x 24 in. high. Packed two together.

THE BURROWES MFG. CO. TORONTO

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulations.

DRILLS—Continued

7/16....... .90 29/32...... 2.20
15/32...... .95 15/16...... 2.30
½......... 1.00 31/32...... 2.40
17/32...... 1.05 1.......... 2.50
9/16....... 1.10

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32.......$2.70 ⅜........$ 8.50
⅛......... 3.00 7/16...... 10.50
5/32....... 3 50 ½........ 13 00
3/16....... 4.00 9/16...... 15.50
7/32....... 4.50 ⅝........ 18 00
¼......... 5 00 11/16..... 21.00
9/32....... 6.00 ¾........ 24 00
5/16....... 7 00 ⅞........ 30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer...... 50%
Kerney Foot Arcade ... ...60|5%
J. Barton Smith, Eagle.... 55%
P. H. and Imperial .... 60'3%
Globe ... . 60|5%
Nicholson 40%
Black Diamond 40%
Delta Files 20%
Firth Files 50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—	Mont.	Tor
Cast iron fittings ..	20%	25%
Malleable bushings ...	30%	28%
Cast bushings . . .	30%	28%
Unions	50%	45%
Flanged unions	20%	25%
Plugs, cast iron	30%	28%
Plugs, solid	....	28%
Plugs, countersunk ...	net	28%
Couplings, 4 in. and under	25%	30%
Do., 2½ in. and larger	5%	10%

POUND GOODS—	Blk.	Galv.
Class—	Montreal	
A	....	....
B	0 20	0 28
C	0 13	0 20
	Toronto	
A	0 54	0 67
B	0 22	0 32
C	0 14	0 22

FLY TERROT, per doz. $4 75

NIPPLES, WROUGHT

Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 50%; runing thread, 4 in and under, 30%.
time Provinces.

GRINDSTONES

Under 40 lbs. weight. Per Cwt.
Smaller than 2 inch face. . .$5 25
Two-inch and over 4 50
40 to 80 lbs. weight.
Under 2-inch face 4 75
2 ins. and over 4 25
Bi-Treadle, each 9 75
Cycle BB 8 75

GRINDSTONE FIXTURES Doz

No. 22, $8.67; 23, $9.37; 2½, $10; 3, $11.50. F.o.b. Toronto.
F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

Per gross.
Sisal, 7-16 in. $21 00
Do., 9-16 in. 33 00
Jute, 7-16 in. 19 00
Do., 9-16 in. 28 50
Prices, net.

HAME FASTENERS— Per Doz.

Dodson $4 60

HAMMERS, NAIL Doz.

No. 21 ... ...$12 00
No. 1 ... ...$15 40
Nos. 1½, 61½ 15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.. ... ..$22 50
Do., 3-4½ lbs. 20 70
Do., 5 lbs. and over 14 40
Masons, 2-3½ lbs. 28 35
Do., 3-4½ lbs. 25 50
5 lbs. and over 20 70
F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST

No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)

All hickory handles, list plus 20%: all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.

Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

List
Atlas No. 0 .... $13 35
Do., No. 1 .... 13 80
Do., No. 2 .... 15 85
Stearns, 4 in. 12 80
Do., 5 in. 16 00
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 12 00
America 19 00
Great West 30 00

HATCHETS, SHINGLING

Per Doz
No. 1 .... $10 25
No. 2 .... 11 25

HATCHETS, LATH

No. 3 .... $10 25
No. 4 .... 11 25

HATCHETS, BARRELLING

Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7 .... $12 25
No. 8 .... 13 00
F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater $10 00
Heatray Heater 12 00
Discount 25%-33%, according to quantity.
Majestic, 1 Burner $11 00
Do., 2 Burner 16 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES—Blind. ... .. Doz. sets.
Clark's No. 1. ... ...$2 22

HINGES, SPRING

No. 200 and No. 20, per gross 25 00
Ajax Floor No. 3111, per set 1 85
Reliance Door No. 270.
Light, per doz. 3 15
Medium, per doz. 4 20
Heavy, per doz. 6 40

HINGES, TEE AND STRAP

	Strap	Tee
Heavy in Bulk.	Doz. pairs.	
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50.
Discount 25%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $9 25

HOOKS, GRASS	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz. ...	4 00	9 00
No. 4. per doz. ...	4 10	9 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES		Price per keg	
Patterns	Sizes made	No. 2 and larger Less 20c	No. 1 and smaller
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron.....	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight .. "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft. $13 25
Do., ⅝ in., 100 ft. 15 50
Do., ¾ in., 100 ft. 18 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
These prices nominal.

IRONS (SAD)

Potts, polished, per set .....$ 1 90
Potts, nckel plated, per set 1 95
Potts handles, japd., grs. .. 20 75
Common, No. 1, 4 and 5 lbs. 20 60
Do., 6 lbs. and up, cwt. . 15 00
F.o.b. Montreal.

IRONS, ELECTRIC

Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point 15 00
Lightning 14 00
Heath's 14 00

LADDERS. ETC.

Step Ladders Per ft.
Standard 0 46
Household 0 35
Shelf Lock, 4 to 8 ft. only.. 0 32
Faultless, 4 to 8 ft. only.. 0 46
Do., 10, 12 and 14 ft. ... 0 50

Single and Fruit Picking
10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders
20 to 32 ft. 0 32
36 to 44 ft. 0 35
Over 44 ft. 0 43
Special quality, 20 to 40 ft. 0 45
Three section extension 0 45
F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS. Per doz.

Short or Long Globe, plain or jap'd $12 00
Dash, plain 18 75
Do., Japd 19 25
Do., Search (r'nd reflec.) 15 75
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long
1 doz. cases .. .. 1 35 doz.
3 doz. cases .. .. 1 20 doz.
6 doz. cases ... . 1 15 doz.
Cold Blast genuine rubq. 5 40 doz.
F. o. b. Factory.

LATCHES— Per doz.

Steel Thumb, No. 2 ... . 2 00
Do., No. 3 ... ... 2 50
Do., No. 4 ... ... 3 75
Barn Door, No. 5 .... 3 30
Do., No. 9 .... 6 15
F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

List each.
Dowswell $12 75
Noiseless 17 50
Hamilton 14 00
Peerless 14 50
Snowball 19 50
New Century, style A 19 75
New Century, style B 21 75
New Century. Electric 160 00
Playtime, engine drive ... 27 00
Ideal Power 30 00
Seafoam, electric, style A ..105 00
Seafoam, engine drive 50 00
Sunshine 10 25
Popular 14 50
Economic 16 00
Puritan 19 50
New Champion 21 50
Home 21 50
Vacuum 28 00
Home Water, motor 28 00
Whirlpool, water power .. 31 00
Hydro, 1 Tub, engine drive. 57 00
Do., do., electric 116 50
Rotary water motor washer . 29 00
Connor ball-bearing, with rack 22 75
Perfection, engine drive 65 00
Perfection, electric 132 00
Beaver 26 00
Beaver, power 27 00
Connor, vacuum 27 50
Patriot 21 50
Jubilee 12 50
Canada First 21 50
Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—

Cutter, doz. $11 50
Pick, doz. 11 50
F.o.b. Montreal, Toronto, London Hamilton

MIXERS, BREAD—

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 00
No. 8, dozen 52 00

MOPS— Doz. net

Liquid Veneer $16 00
O-Cedar, less handle 14 00
Do., with handle 16 00
S. W. Mops, complete....... 4 35
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 60
Crank wringing 7 35
Smarts', ... 4 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac 20%
Woodyatt 20%
Empress 20%
Mayflower 20%
Ontario Daisy 20%
Star 20%
Whippet .... Net
Thousand Island .... Net
Red Wing .... Net
Blue Bird .... Net
List, Sept. 12, 1921.
F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.
Advance over base on common wire nails in kegs.

1 inch...$1 50 2¾ inch...$0 30
1⅛ inch... 1 40 3 inch... 0 20
1¼ inch... 1 15 3¼ inch... 0 15
1½ inch... 0 80 3½ inch... 0-10
1¾ inch... 0 75 4 inch... 0 05
2 inch... 0 60 4½ inch... 0 05
2¼ inch... 0 55 5 inch... base
2½ inch... 0 30 5½ inch... base
6 inch... base

6½ to 12-inch 2 ga. and heavier. 25c over base.

Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto to $4.25 base.

Owen Sound or Collingwood, $4.25 base.

F.o.b., Montreal, $4.25 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.35.

Sault Ste. Marie, Port Arthur, Fort William $4.75 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

Montreal, $4.85; Loudon, $4.95; base; Toronto, $4.85.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

Registered

Floglaze

The Finish that Endures

"Lac Shades"

(The can with the green and red label)

Stain and Varnish in One Operation

Universal varnish stains are big business getters in the paint department.

Floglaze Lac Shades can be used on floors, woodwork, furniture and wickerware.

Also finishes and refinishes many other surfaces about the home.

Its many uses produce big turnover.

It is a concentrated line of shades that increase paint department profits.

The brilliant finish and enduring qualities of Floglaze "Lac Shades" fixes the quality of the product in customers' minds, producing repeat sales.

Altogether Floglaze Lac Shades are bigger business builders and larger profit producers.

Our dealers' booklet, "A Guide to Larger Profits," gives the wide usefulness of Floglaze Lac Shades and the other six Flog'aze lines. Write for a copy.

The Seven

Floglaze

Lines

Home and Farm Finish
Velvet Finish
Art Shades
Auto Finish
Porch and Veranda Floors
Lac Shades
Exterior Finish

"Make 1922 your greatest Paint and Varnish year"

THE
IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE **TORONTO** CANADA

MONTREAL **WINNIPEG** **VANCOUVER**

Distributors for British Columbia:
The Callander Shore Co., Ltd.
155 Pender St. W.
Vancouver, B.C.

Sole Distributors for Manitoba, Saskatchewan and Alberta.
MILLER-MORSE HARDWARE CO. LIMITED
"THE BIG WINNIPEG HOUSE"

Eastern Distributors::
Paint & Varnish, Limited
243 Beaver Hall Hill
Montreal, Quecec

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⁄8"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 90
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal. Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod
1848 ... 0 80
2060 ... 0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll ... 5 50
36-inch, per roll ... 7 15
48-inch, per roll ... 8 85
60-inch, per roll ... 9 85
72-inch, per roll ... 11 25
Put up in 10 rod rolls.

NIPPLES
See Fittings.

OAKUM—
Special No. 1 ... $15 00
Plumbers' ... 7 00
F.o.b. Montreal, Toronto.

OILS Toronto
Royalite, gal. ... 0 21
Palacine, gal. ... 0 24
Gasoline, net, gal. ... 0 32½
Above prices net.

Gallon
Black oil (summer) ... 0 23.1
Black oil (winter) ... 0 24.1
Capital, cylinder ... 0 75.6
Mach. oil, reg. grades ... 0 43.6
Imperial gas engine oil ... 0 63.6
Paraffine ... 0 23.6
List, less 10% on above.
Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy ... $1.10
List less 15 per cent.
Polarine, per gal, list ... 1.15
Polarine, medium, list ... 1.15
Polarine, heavy, list ... 1.15
Polarine, ex-heavy, list ... 1 50
List, less 25 per cent.
Gargoyle Mobiloil E and Arctic ... 1 45
Gargoyle Mobiloil, B ... 1 70
Gargoyle Mobiloil, BB ... 1 70
Gargoyle Mobiloil, A ... 1 60
List, less 25 per cent. on above.
Fuel oil, bbl., net ... $0.11.10
Do., tank wagons, net ... 0.10.10
Do., tank cars, net ... 0.09.10
Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.
See weekly report.

PACKING Per lb.
Fine jute ... $0 17
Coarse jute ... 0 18
Hemp ... 0 36
Square braided hemp ... 0 38
No. 1 Italian ... 0 44
No. 2 Italian ... 0 36
F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1, Anch	1 25	1 25
Do., No. 2, Anch.	0 70	0 60
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 35	1 35
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 80
Cyclone, dry	1 25	1 25
Do., tarred	1 35	1 35
Joliette Sheathing	0 70	0 70
Do., tarred	0 85	0 85

Per 100 lbs.
Monarch Sheathing, white ... 5 75
Do., gray ... 4 75
Straw sheathing, heavy dry ... 3 15
Red Star heavy tarred straw 3 40
Imp. White Sheathing ... 5 75
Imp. Grey Sheathing ... 4 75
Scythe rand dry straw ... 3 15
Spruce Sheathing, 36" and 72" wide ... 7 25
Asbestos Sheathing ... 10 00
Carpet felt ... 3 90
Tarred felt, 7, 10 and 16 oz. 3 45
F.o.b. Toronto and Montreal and Hamilton.

PASTE
Stick-Fast
In barrels, 250 lbs., lb. ... 0 14
Barrels of 5 lbs., cotton bags, lb. ... 0 15
In kegs, 125 lbs., lb. ... 0 16
In 50-lb. boxes, lb. ... 0 18
In 25-lb. boxes, lb. ... 0 19
Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb. ... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case
5 gross, 4-in. (loose) ... $2 25
4 gross (cartons), 4 in. ... 2 25
Spring, 2 grs. box ... 1 90
F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22 ,1921.

Standard Buttweld Pipe S-C
Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.
Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 75
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)
Plain List
2 in., in 10-ft. lengths, list. $18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list. 29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00
Less 70 per cent.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD
See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. ... 25%
4 in. ... 30%
5, 6 in. ... 30%
8 inch ... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ... 40-10%
8 in. ... net

PIPE (STOVE)
See prices under Wares, etc.

PITCH
Pine, black, per bbl. ... $18 25
Navy pitch, per bbl. ... 6 50
Coal tar pitch, per cwt. ... 1 55
F.o.b. Montreal, Toronto

PLANTERS, CORN
King of Field, doz. ... $13 20
Triumph, doz. ... 11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES, COKE, TIN
20x28x100 lb. basis, box ... $17 50
20x28xIC,112s, box ... 18 00
20x28 IX, 112s, box ... 20 00
20x28 IXX, 56s, box ... 11 25
20x28 IXXX, 56s, box ... 12 00

PLATES, CHARCOAL, TIN
Nominal

TERNE PLATES
IX, 20 x 28, 56s ... $14 00
IXX, 20 x 28, 56s ... 16 00

PLATES, TERNE (Prices nominal)
IC, 14 x 20, 112 sheets ... $12 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net
4-oz. bottles ... 2 40
12-oz bottles ... 4 80
1-qt. can ... 12 00
½-gal. cans ... 20 00
1-gal. cans ... 28 00
Net.
Liquid Veneer— Doz. Net
4-oz. ... $2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 84
128-oz., each ... 2 84

PULLEYS— Doz.
Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—
No. 58 jap'd ... $4 35
No. 158, galvanized ... 4 45
No. 59 jap'd ... 4 45
No. 159, galvanized ... 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10

Each
No. 70 ... 6 00
No. 80 ... 8 00

PUMPS, REDWING

No. 0	$6 85	No. 4	$12 75
No. 1	7 50	No. 5	15 25
No. 2	8 75	No. 6	18 00
No. 3	10 75		

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.
Jap'd and common oxidized, 20% from standard list.
No. 3 ... 10 75

RIVETS AND BURRS
Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.
Toronto
Samson, 1 ply, roll ... $ 2 65
Samson, 2 ply, roll ... 3 10
Samson, 3 ply, roll ... 3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	2 80
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal. ... 0 60
In ½ bbls., per gal. ... 0 65
In 5s and 10s ... 0 70
1 gal. cans, per doz. ... 9 00
F.o.b. Toronto, Montreal and Hamilton.

ROPE
Pure Manila basis ... 0 23
Beaver Manila basis ... 0 19
New Zealand hemp basis 0 19
Sisal basis ... 0 17
Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.
Single lathe yarn basis.. 0 17
Double lathe yarn ... 0 17½
Yacht marline, tarred ... 5[illegible]
Halyards ... 50
Beaver Halyards, wht. pol, ¾ in. basis ... 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline ... 45
NOTE.—Extra charge for shorter lengths than half coils, 2c per lb additional.

Italian rope prices on application
Cotton, ⅛ in. ... 0 51
Do., 5-32 in. ... 0 50
Do., 3-16 in. ... 0 47
Do., ¼ in. and up ... 0 45
F.o.b. Toronto, Montreal, London, Welland, Hamilton.

SANDPAPER
B. & A. sandpaper, less 5%
Star sandpaper, less 5%
B. & A. emery cloth, plus 25% list.
F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.
F.o.b. Toronto, Montreal, Hamilton.

SCREWS
Discounts off Standard List adopted Aug. 1, 1908
Wood, F.H., bright ... 82½%
Wood, R.H., bright ... 80 %
Wood, O.H., bright ... 80 %
Wood, F.H., brass ... 77½%
Wood, R.H., brass ... 75 %
Wood, O.H., brass ... 75 %
Wood, R.R., bronze ... 72½%
Wood, O. H., bronze ... 70 %
Square cap ... 40 %
Hexagon cap ... 40 %
Set Screws ... 70 %

SCREWS, IRON BENCH, No. 14
1 in. ... $11 25
1⅛ in. ... 13 50
1¼ in. ... 15 65

SCYTHES Doz.
Cast steel ... 15 00
Golden Clipper ... 16 00
Little Giant ... 17 00
Bush ... 16 00

SNATHS Doz.
00 Patent ... $17 50
1 loop ... 16 80
2 loops ... 15 80
3 loops ... 14 70
Bush ... 18 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPIDERS
Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

LOOKING BACKWARDS

1921 IN YOUR PAINT DEPARTMENT

There is sometimes as much profit in looking backwards as forwards. 1921 is the parent of 1922.

Have you enjoyed the protection of an exclusive agency for paints, varnishes, stains, and enamels?

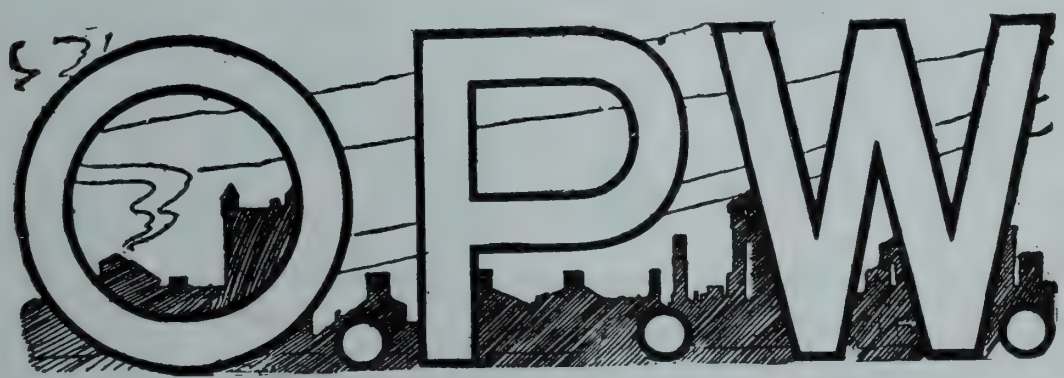
Have you had the full co-operation of the manufacturers?

Have the manufacturers met your ideas on quality and durability? How have the repeat orders come along? Will your 1921 customers buy from you, and you only, in 1922?

Our Paint Will "Save the Surface and You Save All." Paint & Varnish

And are you buying your paints and varnishes **right?**—at a cost that affords you an adequate return on a selling price that you can popularize? A paint line is only worth what you can make out of it.

Write us for the details of our proposition and make 1922 your biggest paint year yet.



Ottawa Paint Works Limited

Ottawa, Canada

Branches: Montreal and Toronto

If interested tear out this page and place with letters to be answered.

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright ....$ 4 85
Galvanized 5 85

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven No. 170, each, net 4 75
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00

Double-pointed tacks 70/15%
Shoe Findings—List adopted November 21, 1921.
F.O.B Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge, Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival, Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 90
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above, per doz. $2 20
National Flat Track, 1¼ in. per 100 ft............... 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood. Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only.

Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00

TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickelled....$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 . 70/10%

12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 3 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10.000 lbs. and ¼ cent lb. on 20,000 ..

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway 25-10%
Jenkins Gate Valve 25%
Jenkins Globe 19%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%

F.O.B. Toronto
Penberthy Brass Valves
Gate Valves 25%
Regrinding Valves 20%
Swing Check Valves 10%
Compodisk Valves 20%

VALVES, FOOT

	Blk.	Galv.
1¼	0 70	1 00
1½	0 85	1 30
2	1 20	2 10

WARES, ETC.
Britannic, list plus 15 per cent.
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans l,ist, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 10%.
Stove and other pipe, net list.
Stove pipe elboks, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18 90; 1⅜ in., 1½ in. 1⅝ in, $18.40 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.: if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor	Lon	Mont
Section, 1 lb. per 100 lbs.	.$2.75	$3.25	$4.00
Section, ½ lb. per 100 lbs. . .	2.85	3.75	4.50
Solid, 3 to 30 lbs., per 100 lbs. ..	2.50	2.50	3.50

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 75 75
Light Garden, doz........... 55 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $4.30.
Annealed base, $4.30.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire 15c.; bright, soft drawn, 25c-70c
Stovepipe Wire.
No. 18 ....$ 8 75
No. 19 .... 9 25
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 133 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model 91 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

These Viko Window Cards Bring Trade Into Your Store

Every dealer selling VIKO, The Popular Aluminum, should send at once for a set of these attractive, eight-color window cards. They portray the beauty of Viko Ware and lend life to any window display. The Viko cards may also be used as the feature of a counter display. The set of three handsome cards, with folding back supports, will be sent free to all Viko dealers who request it.

VIKO, The Popular Aluminum, is sturdily constructed from thick sheet aluminum which is 99% pure. It gives unusual wear, is finely designed, and beautifully finished. It is a good line for the retailer to handle, not only because it gives consumer satisfaction, but because it contains utensils for every kitchen need and retails profitably at a popular price. For full information—

Ask Your Jobber

Aluminum Goods Manufacturing Company
General Offices: Manitowoc, Wis., U. S. A.
Makers of Everything in Aluminum

VIKO
The Popular Aluminum

If interested tear out this page and place with letters to be answered.

Paints, Oils, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb., bbls	...0 07	0 07
Less quantities	0 10	0 10

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	06-09½
Do., less quantities	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	06-09½
Do., less quantities	12-15
Imp. green, 100-lb. kegs	15
Chrome green C. P.	40-45
Chrome yellow	25-35
Brunswick green, 100-lb. keg	11-13
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-08
Lamp black, in bulk	0 24
Packages	25-28
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	12-15
Golden ocre, 100-lb. kegs	-05
White ochre, 100-lb. keg	-06
Do. barrels	0 05
Yellow ochre, barrels	03-06
French ochre, bbls.	05-08
Spruce ochre, 100-lb. keg	05-06
Can. red oxide, bbls.	03
Super magnetic red	0 05
Vermillion, Mexican	0 75
English vermillion	1 85

F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING—

	per gal.
Ad-el-ite, white	$4 00
Ad-el-ite, tints	3 75

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 27
Indian red	2 00
Chrome yellow, pure	0 50
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 35
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 70
Prussian blue	0 95
Chinese blue	0 95
Drop black	0 42
Ivory black	0 44
Signwriters' black, pure	0 48
Lampblack	0 48
Imperial black, 25-lb. irons	0 39

F.o.b. Montreal, Toronto.

ENAMELS (White)	Gal.
Dougall white enamel	$ 7,43
Vitralite	7 77
Duralite	6 00
Old Dutch	6 27
B-H "White" Enamel	6 50
Martins, White	7 00
Satinette	7 23
C.P. Co. Albagloss	6 30
C.D. Master Painters'	6 75
Mooramel	7 00
Lowe Bros., Linduro,	7 00
Sunshine, white	6 00
Kyanize	8 00
Solpar	4 50
Paripan	9 00
Jasperlac	4 25
Invincible	6 00
Hillcrest	7 00
Adelite, A. & E.	7 65
Adelite, A. & E.	5 40
Floglaze	4 50
Ripolin	7 09

GLUE	Per lb.
English, sheet	24 30
White pigsfoot	-50
Cake bone, 112-lb. bags	24-30
Hides, 112-lb. bags	30-32
Ground glues, 112-lb. bags—	
English, per lb.	22-24
Canadian, per lb.	16-18

GLASS LIST	Star or Double 16 oz. or 24 oz.
Case lots.	
Up to 25	$ 5 50 $ 9 05
26 to 40	6 95 11 40
41 to 50	7 65 12 55
51 to 60	7 95 13 05
61 to 70	8 35 13 65
71 to 80	8 80 14 40
81 to 84	10 30 17 70
85 to 90	10 85 18 55
91 to 95	20 80
96 to 100	22 60

Cut size sheet glass, 75% off November, 1920 list.

Montreal 70% off.

GLASS PLATE.

Montreal 60% off.

GLAZIERS' POINTS

Zinc coated, 8c, ½-lb. pkg.

F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per

Maritime differential 50c per 100 lbs. over Montreal.

100 lbs.

	Montreal	Toronto
Anchor, pure	12 75	13 20
Champion, pure	12 75	13 20
Crown Diamond, pure	12 75	13 20
Green Seal pure	12 75	13 20
I.V. Perfection	12 75	13 20
Ramsay's pure	12 75	13 20
Moore's pure	12 75	13 20
Tiger, pure	12 75	13 20
O.P.W., Dec., pure	12 75	13 20
Elephant Genuine	13 25	13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560 lb. casks	$10 25
Genuine, 100 lb. casks	11 25
Less quantity	12 75

F.o.b. Montreal, Toronto.

Lead (red in oil)

Prices on application.

LINSEED OIL

For prices see weekly report.

LITHARGE

Casks, per cwt.	$9 25
Smaller quantities, per lb.	0 10¾

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.25

F.o.b. Montreal and Toronto.

MURESCO	Per 100 lbs. White	Tints
350-lb. bbls.	$7 15	$8 25
200-lbs., half bbls.	8 00	9 10
100-lbs., kegs	8 25	9 35
Cases 20 5-lb. pkgs.	8 80	9 90

F. O. B. Toronto.

OILS—

Fly, Creonoid—Barrels, per gal.	$ 0 60
Half-barrels, per gal.	0 65
5s and 10s, per gal.	0 75
1s (1 doz.)	12 00
½ gal. cans, 1 doz. to case	8 00

PAINTS, PREPARED

Price per gallon, 1 gallon can basis.

Elephant white	$3 85
Sanitone, white	3 45
Sanitone, colors	3 35
C.P. Co., pure white	3 95
C.P. Co., pure, colors	3 60
C.P. floor paint	3 55
Elephant floor paint	3 30
Victoria floor paint	2 90
B.-H. English, colors	3 60
B.-H. English, white	3 95
B.-H. Fresconette, white	3 45
B.-H. Fresconette, colors	3 35
B.-H. floor	3 55
B.-H. porch floor	3 60
Crown Diamond, white	3 70
Crown Diamond, colors	3 35
Crown Diamond floor	3 30
Crown Diamond, porch	3 30
Do., Flat wall tone, white	3 45
Do., colors	3 35
Moore's House colors, white	4 35
Do., House Colors, colors	4 10
Do., Preservo Paint, white	2 95
Do., colors	2 85
Do., floor paint	3 80
Do., Sani-Flat	3 80
Moore's Porch and Deck Paint	4 10
I.V. Elastica, white	3 95
I.V. Elastica, colors	3 70
I.V. Flatine, int. wall, white	3 85
I.V. Flatine, int. wal. colors	3 75
Lowe Bros., H. S. White, No. 328	3 95
Do., H. S., color	3 60
Do., H.S. floor, hard drying	3 55
Do., H. S. Porch	3 60
Mellotone flat wall, white	3 50
Do., color	3 35
Jamieson's Crown Anchor	3 45
O.P.W. Canada Brand, white	3 95
O.P.W. Canada Brand, colors	3 60
O.P.W. Canada Brand, floor	3 55
O.P.W. Flat Wall, white	3 45
O.P.W. Flat Wall, color	3 35
Ramsay's Pure, white	3 80
Ramsay's Pure, colors	3 45
Ramsay's floor	3 40
Ramsay's porch	3 45
Glidden's white	3 95
Glidden's colors	3 60
Martin-Senour, 100%, white	3 95
Martin-Senour, 100%, colors	3 60
Martin-Senour, porch paint	3 60
Martin-Senour, Neutone, white	3 45
Martin-Senour, Neutone, colors	3 35
Martin-Senour, flor paint	3 35
Sherwin-Williams, white	3 95
Sherwin-Williams, colors	3 60
Sherwin-Williams, floor	3 60
Sherwin-Williams, porch paint	3 60
Flat Tone, white	3 45
Flat Tone, colors	3 35
Maple Leaf, white	3 95
Maple Leaf, colors	3 60
Maple Leaf, floor	3 55
Pearcy's Prepared, colors	3 05
Pearcy's Prepared, white	3 40
Pearcy's Prepared, floor	3 00
A. &E. Adelite, white	3 95
Do., colors	3 60
Do., Industrial white	3 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Barrels, per gal.	0 80	0 80
Half-barrels, per gal.	0 85	0 85
5s and 10s, per gal.	0 95	0 95
1s, per case, doz.	12 00	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	$1 45	$1 45
Crates 12 doz., 8 oz.	1 40	1 40
1-gal. cans, gal	1 50	1 50
5-10 gal. cans, gal.	1 35	1 35
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 60	0 60
Half barrels	0 65	0 65
5s and 10s, gal	0 75	0 95
1s (case 12 gals.)	8 50	9 50
H. T. & A. Co.'s Creosote Oil—		
Barrels	0 45	
Half-barrels	0 50	
5s and 10s	0 60	

F.o.b. Montreal, Toronto.

PARIS GREEN	100-lb. lots
½-lb. paper cartons, per lb	0 52
1-lb. paper cartons, per lb.	0 50
½-lb. tins, per lb.	0 54
1-lb. tins, per lb.	0 52
25-lb. tins, per lb.	0 48
50 and 100-lb. drums, per lb.	0 46
250-lb. kegs, per lb.	0 44½
00-lb. barrels, per lb.	0 44

Terms, 1 per cent. 15, or 30 days net.

F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.

Yarmouth and P.E.I. points¼c per lb. extra.

PUTTY

See weekly report.

ROSIN—

In barrel lots	Per 100 lbs.	
G., medium grade	5 00	7 50
Water white	7 00	9 50

SHELLAC	Pure White.	Pure. Orange.
	Per Gal.	
In bbls.	4 65	4 15
Gal. jugs	5 00	4 50

F.o.b. Toronto, London, Montreal.

SHINGLE STAINS	Ord. Colors.	Greens
Sherwin-Williams	1 39	1 60
B.-H. Anchor	1 40	1 60
M.L. Creosot	1 40	1 60
Soligum	1 25	1 60
Martin Senours	1 40	1 60
Elastica	1 40	1 60
Hillcrest	1 40	1 60
"C.D." Shingle Stain	1 20	1 40
Canada Paint,	1 75	2 00
O.P.W. Creolin	1 30	1 50

TAR	Mont.	Toronto.
Coal tar, refined	10 25	10 50
Do., crude	9 00	9 25

PAINT AND VARNISH REMOVER

High Standard	3 00
Taxite, 1 gal. cans	3 00
B.-H. Vanisher	3 00
Chalco	3 00
Klensa	3 60
Cumoff	3 00
Dougall Lingerwett	3 25
Takeoff	3 00
O.P.W. Presto	2 60
Solvo	3 60
Varn-off	3 00
Adelite	3 00

VARNISHES	Per gal. cans
B.-H. Floors	4 08
B.-H. Maritime Spar	5 13
B.-H. Hard oil	2 76
B.-H. Gold Medal	3 42
Elastilite	3 85
Granitine Floor Finish	3 85
Hydrox Spar	3 95
C.P.C. Sun Varnish	4 30
Glidden Wearette	3 90
Glidden Floorete	3 90
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	4 89
Do., No. 2	4 48
Do., Floor	4 00
Jasperite Interior and Exterior	3 75
Jasperite Indestructo, floor	3 75
Jasperite Pale Hard Oil	3 [illegible]
P. &L., No. 61	5 04
Jamieson's Copaline	4 00
M-S Marble-Ite Floor	4 22
M-S Wood-Var.	4 06
M-S Durable Spar	5 13
M-S Finest Interior	4 87
Moorlastic Floor	4 25
T. 45 Floor	3 50
Moorvar Interior	3 25
Moore's Spar	5 00
Elastic Interior	3 14
Mar-not	3 93
Quick Action House	2 65
Rexspar	5 04
Scar-Not	4 66
Lowe Bros., durable floor	4 50
Solpar, Spar Marine	6 00
Solpar House Spar	4 50
Solpar Floor	4 50
Solpar Interior	3 50
Kyanize Spar	5 15
Kyanize Cabinet Rubbing	4 [illegible]
Kyanize Interior and Floor	4 85
Luxeberry light	4 [illegible]
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 75
Ramsay's Agate Flor	3 95
Ramsay's 400 Hard Oil	3 25
Ramsay's, No. 720	[illegible]
"C.D. Big 4" Exterior	5 00
Do., Do., Interior	4 50
"C.D. Big 4" Floor	[illegible]
C. D. General purpose	4 18
C. D. Furniture	2 25
Dougall Univarnish, clear	4 40
Dougall Transparent, spar	4 90
Dougall Transparent, floor	4 40
Copalite	[illegible]
Adelite, No. 103, Floor	3 90
Adelite, No. 105, Flat	3 90
Adelite, No. 100, Spar	5 70

F.o.b. Montreal, Toronto.

WATER PAINTS

Rockface, bbls., 250 lb.	0 05
Opalite, 300 lb. bbls.	0 17½
Opalite, 100 lb. pkg.	0 18½
1 gal. packages, per pkg.	1 00
½ gal. package, per pkg.	0 52½
Ramsay's "Ideal", 310 lb. bbls.	0 40½

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White.	Colors.
Frescota	$7 50	8 50
Decotint	8 50	9 00
Coralite	9 00	9 00
Perfecto	8 50	9 50
Solpar		0 40
C. D. Wall Coating, white	8 75	
Do., colors	9 25	

Hygienic Kalsomine.	per 100 lbs. White	Tints.
300 lb. bbls.	$7 00	$8 00
100 lb. kegs	8 00	9 00
Cases of 25 pkts.	10 00	11 25

WASTE

Cream, Polishing 0 19¼ 0 20

WHITE

XXX....0 18½ XXX ex. 0 17
XX.... 0 16½ XX grad. 0 16
X..... 0 15½ XLCR 0 15
XC.... 0 14½ X empire 0 14
X press 0 13

COLORED

No. 1... 0 13½ Fancy 0 14
No. 1A. 0 11½ Lion 0 12½
No. 17. 0 12½ Standard. 0 11
N. 1B.. 0 10½ Popular 0 10
Keen.. 0 09

Above lines subject to trade discount for quantity.

WAX	
B.-H. Wax	$0 45
Berry Bros.	0 70
Imperial Floor Wax	0 35
Anchor	0 38
O.P.W. Lion Brand	0 38
Old English	0 67
Johnson's	0 67
Jamieson's liquid wax, gal.	3 50
Ramsay's	0 45
Martin-Senours	0 38
I.V. Wax	0 38
Sherwin-Williams	0 60
Solpar	8 80 9 90
Crown Diamond	0 40
Hillcrest	0 45
Plymouth Rock	0 45
Champion white	0 50
Ad-el-ite paste	0 45

F.o.b. Montreal, Toronto.

WHITING

Gilders, bolted, in bbls. 3 50

WOOD ALCOHOL ...Per gal.

In five gallons $1 75

Methylated Spirits 1.90-2.55

F.o.b. Montreal, Toronto, London

SERVICE!

A Message of Importance Addressed Particularly to
Dealers in Glass

YOU have many customers who want glass you do not stock, or haven't in stock, and they want it quick! You take their orders, and it is up to you then to make good. Let us share your responsibility, and next time, write, telegraph or phone the orders in to our nearest warehouse and you will get real service—besides our prices are always right.

The resource and experience of men who know their job—an unequalled service and a spirit of cooperation: these are at your disposal.

HOBBS MFG. Company Limited

MONTREAL LONDON
TORONTO WINNIPEG

CARTER'S

Carter's Genuine Dry Red Lead

A pure, uniform and economical paint and preservative for metal work, steam pipes, etc.
Made from the highest grade of Canadian Pig Lead, highly oxidized and very finely ground. Used with pure Linseed Oil, it is very easy to apply and has unusual covering capacity.
Every sale of Carter's Genuine Dry Red Lead assures you a satisfied customer and a good profit.

Ask for price on this and the other Carter lines—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead and Carter's Litharge.

The Carter White Lead Co. of Canada, Limited, 91 Delorimier Ave., Montreal.

Window Glass

Also Plate, Figured, Bent, and Ornamental Glass

RED S

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION
Powder, per keg, $11.00.
Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps	.....	.....	$ 7 00
22 Short	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short	$28 50	.....	.....
32 Short	28 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	.....	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win.	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405	188 00	.....	.....

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.
Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS
Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.
Farriers' Clip Horn, 27c a lb.
Norris, 80 lbs. and over, 16c.

AUGER BITS
Standard List Prices per Dozen.

5/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.
Irwin ....15% on list
Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON
Round and square.—3-16 in., ¼ in., and 5-16 in., $5.20 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1" x 4" $4.90 base. Round and square over 2 in., up to and including 2 ¾ in., and flats over 1 in. x 4 in. up to 6 in. wide, $5.65 base. Rounds over 2¾ in. to 6 in., $6.15 base. Swedish iron, $8; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING
In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING
Rubber, 6 in. and under 58%; over 6 in., 47%.
Agricultural or No. 1 leather belting, 15/10/10/10% off list.
Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.
1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE
30-gal., each ....$ 10 00

BOLTS—
Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS
Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN
Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.
B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.
Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP
A, crimp top. per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD
Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS
Power — No. 0, $9.75; No. 1, $10.00; No. 2, $10.50; No. 3, $11.50; No. 4, $13.75.
Hand — No. 0, $7.75; No. 1, $7.85; No. 2, $8.75; No. 3, $10.00; No. 4, $12.00.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	3 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 85

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25
150 ft x 19 ga.	10 50

COPPER
Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH
Coils or Hanks.
8, 9, 10 .. .. 0 58 lb.

DRILLS
See Eastern list.

Bit stock discount	40%
Blacksmiths' ½ inch shank	35%
Straight shank	35%
Do., wire	25%
Taper shank	25%

EAVESTROUGH
Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.
Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe	Discount 60%
Nicholson Gen.	Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions, "Dart"—
¼ to 2-in. 18% and 25% off.
+, 2*, 3½, 4", 5 and 25% off.
Nipples, 4 in. and under 45%

FRY PANS Each

Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE
See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in	10 80	16 95

GLASS (Plate)
60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES
price of "single."
Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS— Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'
No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING
Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.
Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.13; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.
Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.
Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.
Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.
Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.
Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.
Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES
Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1., $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in x 3 ply	9 50
⅝ in. x 3 ply	11 00
¾ in x 3 ply	13 00

IRON GALVANIZED
Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD
Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set	$2 10
Mrs. Potts', No. 50, set	2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS
15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP
Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION
20 to 32 ft., per ft., 29½c; 36 to 40, 32¾c.

LANTERNS
Cold Blast

No. 2 Japaned	13 50
No. 2. Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD
Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL
See weekly report.

MACHINES—WASHING

Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS
Pick. $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	$	10 50	$11 00
Empress		12 50	13 25
Daisy		7 75	8 00
Star		7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS
Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

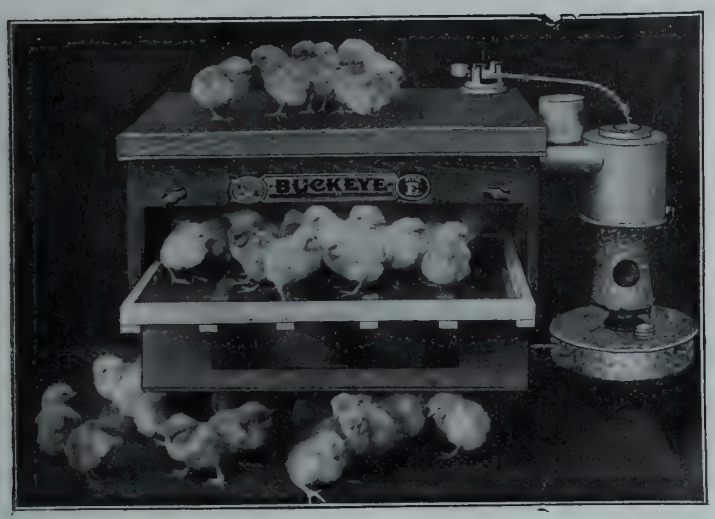
NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 75
No. 5	$5 25	$7 00	5 75
No. 6	5 00	6 75	5 50
No. 7	4 75	6 50	5 25
No. 8	4 75	6 25	5 00
No. 9	4 00	6 00	4 75

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



Buckeye Incubator and Fittings

Their Superiority Evident at a Glance

It will pay you to go after "poultry" business. By keeping Buckeye Incubators in sight, well displayed, and by local advertising, you can keep your store in the minds of your prospects as the place to go for poultry farm equipment.

The chicken-raising man takes in the good points of the Buckeye Incubator and fittings at a glance. Their superiority is self-evident. Proof that their success and great sales are founded on merit is shown by their continued use at Canadian institutions like Mac-Donald College, Ontario Agricultural College and by many Canadian poultry farms.

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon**

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY

1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS

Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS—

	Gallon
Kerosene	0 23½
Gasoline	0 36½
White Rose Gasoline	0 39½
En-ar-co Motor Oil, med. and heavy	1 10
Do., ext. heavy	1 10
Black (summer)	0 32
Black (winter)	0 33
Imperial kerosene tractor.	1 00
Capital cylinder	0 83½
Castor machine	0 49½
Imperial gas engine	0 66
Discount 10%.	
Polarine	1 25
Polarine A	1 25
Polarine heavy	1 25
Gargoyle Mobile A	1 71½
Gargoyle Mobile B	1 81½
Gargoyle Mobile BB	1 81½
Gargoyle Mobile E and Arctic	1 56½
Fuel oil	0 14
Discount 25%.	
Wm. Penn Motor, medium	1 25
Do., heavy	1 25
French C, medium	1 00
French A, heavy	1 00
Transmission, No. 1	1 00
Steam sylinder, No. 650C.	1 00
Volunteer, reg. gas engine	0 65
Century Caster Machine	0 52
Melrose Harvester machine	0 70

25% and 10%.

PAINTS, PREPARED

See weekly report.

(1 gallon can basis)

Stephens' white	4 10
Stephens' colors	3 75
Stephens' floor	3 70
Silkstone white	3 60
Silkstone colors	3 50
Stephens' barn	2 50
Stephens' barn, extra color	2 35
Lion white	4 10
Lion colors	3 75
H. D. floor	3 70
Velvetone white	3 60
Velvetone tints	3 50
Ramsay's white	3 95
Do., colors	3 60
Dultone, white	3 60
Do., colors	3 50
Martin-Senour, white	4 10
Senour's floor	3 70
M.S. Neutone, white	3 60
M.S. Neutone, colors	3 50
M S. Red Schoolhouse	2 40
M.S. Standard Barn	4 15

PAPER, BUILDING

Dry Fibre, No. 1	$1 25
Sunrise	1 00
Anchor, tarred	1 45
O.K. tarred	1 45
Tarred Felt.	5 85

PICKS, CLAY

5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT

Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 68
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	83 20
4 in.	77 60	9° 50
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS

Per barrel 6 75- 7 50

PLATES, CANADA

18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

POLISH

	Liquid Veneer Doz.	O-Cedar Doz.
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz.

No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON

No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS

Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $365 each! No. 4, $3.85 each.

PUTTY

100-lb. irons $5 00
20-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS

Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE

British Manila—¼ in., 5-16 in., 22½c.; ⅜ in., 22c.; 7-16 in., ½ in., 9-16 in., 21½c.; ⅝ in., 21c.; ¾ in., and larger, 20½c.

Pure Manila.—¼ in., 5-16 in., 26½c.; ⅝ in., 26c.; 7-16 in., ½ in., 9-16 in., 25½c.; ⅝ in., 25c.; ¾ in. and larger, 24½c.

Sisal.—¼ in., 5-16 in., 20½c; ⅜ in., 20¼c.; 7-16 in., ½ in., 9-16 in., 20c.; ⅝ in., 19½c.; ¾ in. and larger, 19c.

Lath yarn, 18½c.

Cotton Rope—3-16 in., 51c.; ¼ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS

Bright iron round head, 65%; flat head, 67½%; oval head, 65%; round head, brass, 52½%; flat head brass, 55%; coach, 42½%.

Set Screws, 5%. Cap Screws, 15%.

SCYTHES— Doz.

Bramble .... $.....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.30; D.H., Sq. Pt., $16.95; L.H., Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop $17 25
Bush 19 50

STEEL SHEETS, BLACK

10 gauge	5 70
12 gauge	5 70
14 gauge	5 80
16 gauge	5 90
18-20 gauge	6 30
22-24 gauge	6 35
26 gauge	6 40
28 gauge	6 65

37½%.

STANDS Each

Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.

Grand Rapids, nickeled $109 00
Household, japanned 97 00
Superba, nickeled 123 00

SWEEPERS, TOYS, BISSELL'S

Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
Little Jewel 14 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT

Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES

Bright iron, $5.00; Fort William, $5.65, Winnipeg; galvanized staples, ... Fort William .... Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, 3-16, ¼ 5-16, $5.20 base. Round, square flat, up to and including ¼. ⅜ to 2 in., $5.20 base. Round and square, over 2 in., and including 3 ins., and flats over 1" x 4" up to 6 in. wide, $5.65 base; round over 2¾ in .to 6 in., $6.15 base. Band steel, $5.20 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 70% off list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 IC box	$21 50
20 x 28 I.X. box	24 75
20 x 33 I.C. box	26 25
20 x 33 I.X. box	31 00
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$...
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE

See weekly report.

TWINE (WRAPPING) Lb.

Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Coton, 4-ply, cones 0 48
Coton, 4-ply, balls 0 52

VARNISHES—

Stephens' Luminette, gal....$4 00
Stephens' Exalite, gal. 4 75
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—

Scotch Grey Graniteware.

Colonial Imperial Pearl, 15% off.

Premier Canada Diamond, plus 10%.

Whitewear, 30% off.

Japanned Ware, list, plus 25%.

Japanned Ware, white, list plus 35%.

Japanned Sprinklers, list plus 45%

Stamped Ware, plain, 37½ and 10% discount.

Stamped Ware, retinned, 40%.

Pieced Tinware, ordinary, list plus 60%.

Pieced Tinware, copper bottoms, list plus 67½%.

Sheetiron Ware, list plus 52½%.

Light Galvanized Pails, plus

Tubs—

Light, plus 37½%.

Heavy, 35%.

Pails and Tubs, plus 37½%.

Jap, Coal Hods, list plus 62½%.

Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE

Cream, polishing 0 24½

WHITE

XXX Extra	$0 21
XX Grand	0 20
XLCR	0 19
X Empire	0 17½
X Press	0 16

COLORED

Fancy	$0 17½
Lion	0 16
Standard	0 14½
Popular J	0 13
Keen	0 11½

Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs

Sectional $7 50
Solid 7 00

WELL WHEELS Doz.

Cast, covered, 8 in....... $11 60
Cast, plain, 10 in. 15 60
12 in. 18 84
14 in 24 06

WHEELBARROWS Each

U. S. ....$ 6 60
General purpose 7 90
Stone 13 75
Navvy, doz. 105 00

WIRE — BARB

Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.65, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $5.60; No. 12, $5.80; coil spring, plain, Winnipeg, No. 9, $5.65; No. 12, $5.85.

Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $6.85 Winnipeg, $6.20 Ft. William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch $5 25
8-inch 6 30
10-inch 7 75
12-inch 9 45
15-inch 12 60

Perfect Handle—

6 inch 15 00
8 inch 17 50
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE

Trimo—40% off list

Stillson—30% off list.

Always Ready	Black — Dozen —	N. P
No. 1	$4 60	$ 5 00
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz

Universal $40 50
New Era 76 50
Regent 60 00

CURLING STONE

Headquarters

Mac's Special

Specially designed for us to suit our hard, keen ice. The weight is distributed in such a way as to give the running surface sufficient grip to hold whatever turn may be given, without any tendency to rock or roll.

Kay's Excelsior

Manufactured by Andrew Kay & Co., this stone has a world-wide reputation. An absolutely first-class stone that has given satisfaction wherever the game is played.

ACCESSORIES—We carry a full line of Accessories, Brooms and Boxes

BUILDERS' HARDWARE CALGARY SPECIALISTS

Winnipeg Paint & Glass Co. Limited

WINNIPEG EDMONTON SASKATOON SWIFT CURRENT

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST

HEXAGON BARS		MACHINE STEEL	
BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND G ALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER — THE CONSUMER

IF IT'S STEEL OR IRON *WE* HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

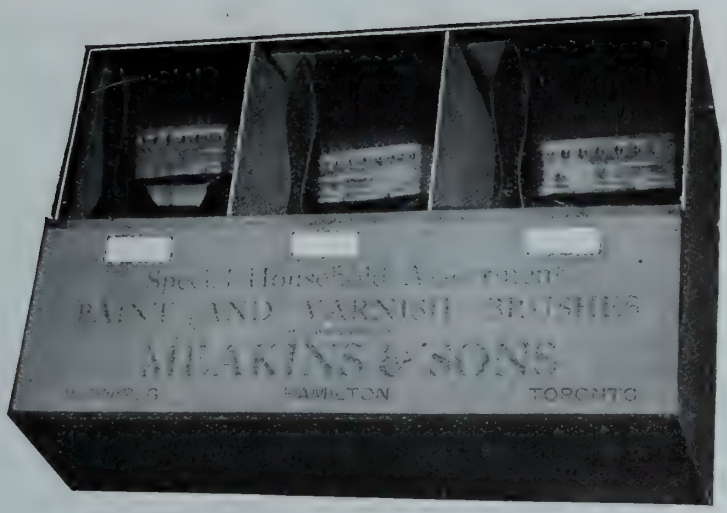
HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.



A Useful Sales Helper

This attractive counter display, of Meakins Special Household Assortment of Paint and Varnish Brushes, is illustrated here just to remind you of the definite, practical helps the Meakins organization offers its customers.

We have assortments of Cream Separator Brushes, Specially Boxed Varnish Brushes and Display Cards mounted with flat Varnish Brushes.

Ask about these little "sales-boosters."

Meakins & Sons
Limited
Hamilton, Ontario

WAREHOUSES :

Winnipeg London Toronto Montreal Vancouver

Pilkington Bros., Calgary, Alta.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

ABRASIVES
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Products Ltd., Hamilton, Ont.

AIR COCKS
James Morrison Brass Mfg. Co., Ltd., Toronto.

ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Ideal Aluminum Products Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

AMMUNITION
The Dominion Cartridge Co., Ltd., Montreal, Que.
Dupont Powder Co., Wilmington, Del.

ANCHOR BOLTS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
Geo. W. Reed & Co., Montreal.
J. Samuels, Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

AUTO ACCESSORIES, EQUIPMENT AND SUPPLIES (MANUFACTURERS)
Adams & Elting Co., Toronto.
Ames, Holden, McCready, Limited, Montreal.
Canadian National Carbon Co., Toronto.
Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will B Lane, Chicago, Ill.
Maybilt Radiators Limited, Winnipeg, Man.
Motor undriSes Corp., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

AUTOMOBILE PARTS
Canada Foundries & Forgings, Ltd., Welland, Ont.

AXES
Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BABBITT METAL
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BAGS, PAPER
Continental Paper Products Limited, Ottawa, Ont.
Montreal.

BARB WIRE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

BARRELLS, STEEL
W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

BALE TIES
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

BELTING, TRANSMISSION, ELEVATOR AND CONVEYOR
The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg. Co., Toronto.
The Canada Metal Co., Limited, Toronto, Ont.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co., Toronto.

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

BREAD AND CAKE MAKERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

BREAST DRILLS
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
Rubberset, Limited, Toronto.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.

BROOMS
Walter Woods & Co., Hamilton, Ont.
Stevens Hepner Co., Limited, Port Elgin, Ont.

BRUSHES, SHAVING
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Limited, Hamilton, Ont.
Rubberset Co., Ltd., Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, FLOOR
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

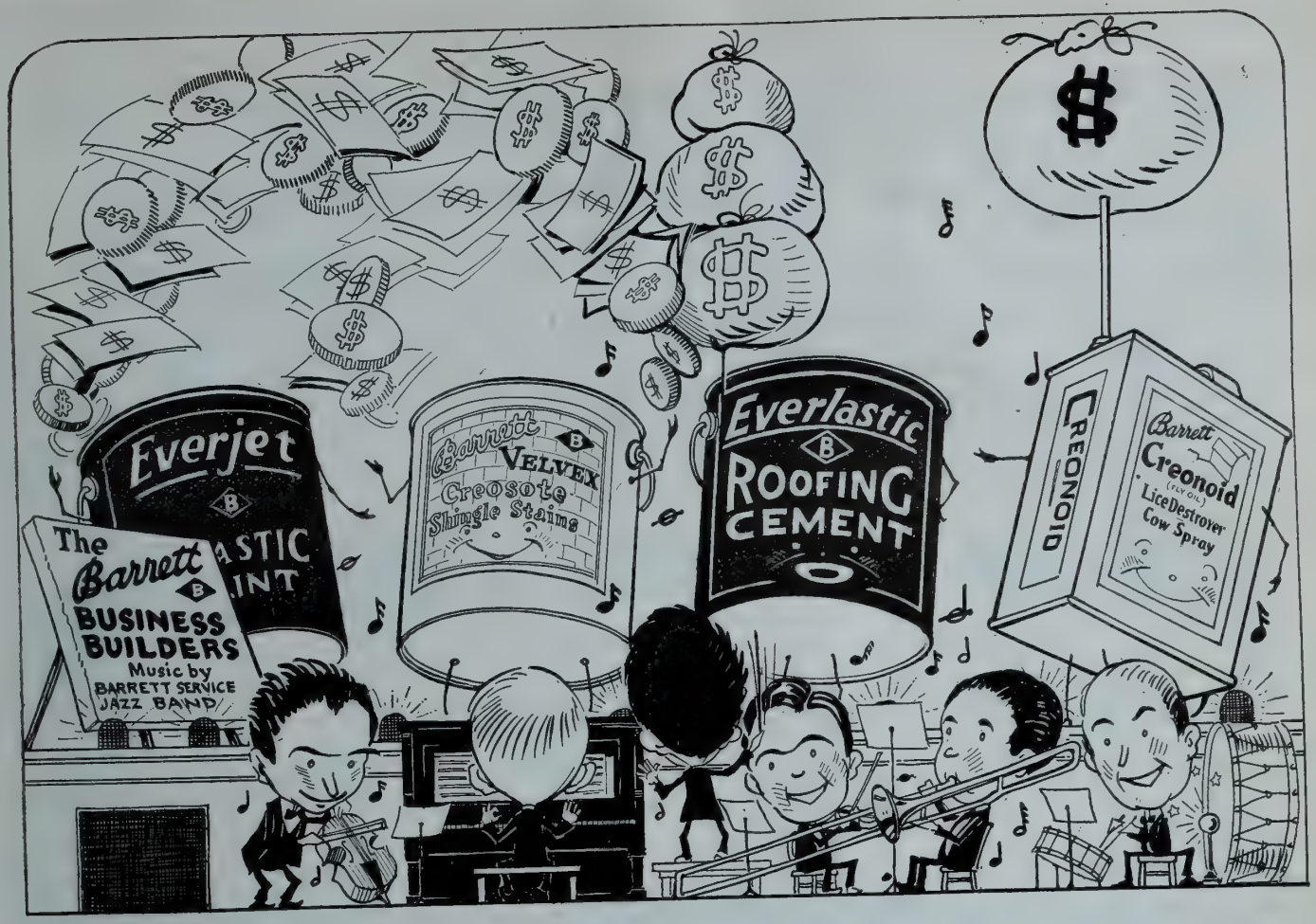
BRUSHES, GENERAL
The Boeckh Company, Limited, Toronto, Ont.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BRUSHES, SCRUB, SHOE AND STOVE
The Boeckh Company, Limited, Toronto, Ont.
Meakins and Sons, Limited, Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

BUILDING PAPERS
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

BUMPERS, AUTOMOBILE
B. J. Coghlin, Ltd., Montreal, Que.

BURLAP DECORATIVE WALL
The Dominion Oilcloth & Linoleum Co., Ltd.



The "Business Building Four"—

You cannot help but make a hit
With such an "All-Star" show.
The advertising's done its bit
To fill up every row.
The lights are gay. The house each day
Is crowded to the door,
To watch the big performance of the "Business Building Four."

Velvex Stains and Creonoid and Everjet so bright
Perform so well you're bound to sell the house out every night.
And with Everlastic Liquid Roofing Cement on the bill
It's no wonder that the money jams the ticket-seller's till.

So, as the crowds pass in and out you sit in honest pride
And count the crisp new dollars in the ticket booth outside.

WINNIPEG
VANCOUVER
HALIFAX, N. S.

The Barrett Company
LIMITED

MONTREAL
TORONTO
ST. JOHN, N. B.

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

BUSINESS MACHINES
The International Business Machines Ltd., Toronto.
The National Cash Register Co., Toronto.

BUTTER MOLDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

BUTTS AND HINGES
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.

BURRS
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Parmenter & Bulloch, Gananoque.

BUILDERS' CASTINGS OF ALL KINDS
The Katie Foundry Co., Galt, Ont.

BUILDERS' HARDWARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
Whites Limited, Collingwood, Ont.

BUILDERS' SUPPLIES
The Barrett Co., Ltd.

BUMPERS, AUTOMOBILE
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.

CABINET HARDWARE
Stratford Brass Co., Ltd., Stratford, Ont.

CALKS, BOOT
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

CALIPERS AND DIVIDERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

CALIPER GAUGES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CANOES
The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

CARBORUNDUM
Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

CARRIAGE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
Wilkinson & Kompass, Hamilton, Ont.

CARRIAGE TOP MATERIALS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CARPET, SWEEPERS
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Walter Woods & Co., Hamilton.

CARTRIDGES
Dominion Cartridge Co., Ltd., Montreal.

CASTERS
Canada Foundries & Forgings, Ltd., Brockville.

CASTINGS
Fittings Limited, Oshawa, Ont.

CEMENT
The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.

CHAINS, CABLE
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

CHAINS, JACK
Smith & Egge Mfg. Co., Bridgeport, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CHAIN PIPE WRENCHES
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CHAINS, PLUMBER'S
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, TRANSOM
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
Canadian Veneering Co., Acton Vale, Que.

CHISELS, CAPE, COLD, ETC.
Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

CHECKING FLOOR HINGES
Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Landers, Frary & Clark, New Britain, Conn.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

CHURNS, HAND AND POWER
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
The Katie Foundry Co., Galt, Ont.

CLEVISES, MALLEABLE
The International Malleable Iron Co., Ltd., Guelph.

CLOCKS
The Western Clock Co., Peterborough, Ont.

CLOSET SEATS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Canadian Veneering Co., Acton Vale, Que.

CLOSETS, CHEMICAL
S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

CLOTHES DRYERS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES HORSES
J. H. Connor & Son, Limited, Ottawa, Ont.

CLOTHES LINE (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
Thos. Davidson Mfg. Co., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

COBBLERS' SETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Katie Foundry Co., Galt, Ont.

CONDUCTOR PIPE, HOOKS, HEADS, ETC.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

CONNECTING RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

COPING SAWS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

COPYRIGHTS
Harold C. Shipman & Co., Ottawa, Ont.

COPPERS, SOLDERING
The Chicago Solder Co., Chicago, Ill.

CORK CARPETS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

COTTON GLOVES
American Pad & Textile Co., Chatham.

COTTER PINS
James Austin & Sons, Ltd., London, Eng.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

COUPLINGS, PIPE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK-SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn
Millers Falls Company, Millers Falls, Mass
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

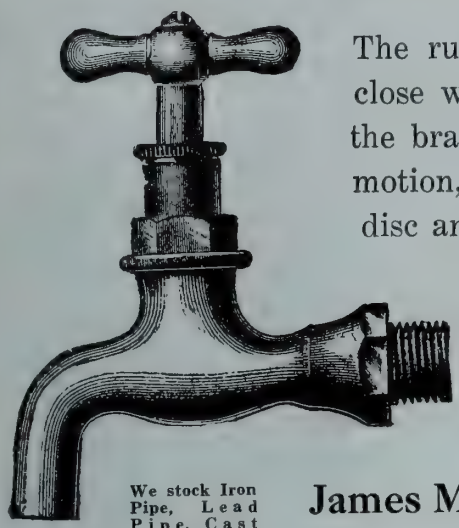
DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont

MORRISON

Cushion Disc Compression Work



The rubber cushion enables the valve to close with a minimum compression, while the brass washer takes care of the rotary motion, preventing friction between the disc and seat.

Specify Morrison Cushion Disc Compression Work.

We Stock Brass and Copper Pipe, Iron Pipe Fittings, Brass Pipe Fittings, Pipe Fitters' Tools, Stocks and Dies, Pipe Wrenches, Pipe Cutters, Pipe Vises, Etc., Etc.

We stock Iron Pipe, Lead Pipe, Cast Iron Soil Pipe and Fittings, Brass Tube ⅛" to 10" O. D., Brass Pipe,—Iron Pipe Sizes, Copper Pipe,—Iron Pipe Sizes, Brass Rod — Round and Hexagon, Copper Rod, Sheet Brass, Brass Wire.

James Morrison Brass Mfg. Co., Limited
93-97 Adelaide St. W., Toronto

Pipe Fittings

Cast Iron Fittings stamped with our trade-mark mean fittings made with iron of high tensile strength, proper proportions, and correct tappings.
Our Malleable Fittings are made from Air Furnace Refined Iron reamed and tapped to gauge, with perfect threads.
Also, we carry in stock a complete line of malleable silo lugs, washers, clevises, whiffletree hooks, and link chain and solicit your enquiries for the general run of malleable castings from customers' patterns.

International Malleable Iron Co., Limited

Guelph, Ontario, Canada

If interested tear out this page and place with letters to be answered.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Canada Metal Co., Ltd., Toronto.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg. Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto.

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible]ber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa
The Sheet Metal Products Co., of Canada, Limited. Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

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J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

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The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

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Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

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The Aluminum Specialty Co., of Canada, Toronto Ont.
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Thos. Davidson, Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

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E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
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KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

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The Vono Co., Dudley Port, Staffs, Eng.

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E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Christopher Johnson & Co., Sheffield, England.

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Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Fenton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Whites Limited, Collingwood, Ont.

THE BUYERS' GUIDE

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Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

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Brideport Mfg. Co., Bridgeport, Conn.
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Smith & Hemenway Co., Inc. Irvington, N. J.

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The Brainerd Mfg. Co., East Rochester, N.Y.

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The Canadian Tungster Lamp Co., Hamilton, Ont

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A. Ramsay & Son Co., Montreal.

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The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill

LAMPS, LANTERNS, ELECTRIC, HAND
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National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.

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The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
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LATHE DOGS
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J. H. Williams & Co., St. Catharines, Ont.

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Can. Foundries & Forgings, Ltd., Brockville.
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Whites Limited, Collingwood, Ont.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

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Henry Disston & Sons, Limited, Toronto.
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Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

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Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

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LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

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Sleeper Hartley, Inc., Worcester, Mass.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

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Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

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J. H. Williams & Co., St. Catharines, Ont.

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The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
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MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

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Landers, Frary & Clark, New Britain, Conn.

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Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

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Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
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Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

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E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

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The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont

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Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto
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OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT, SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont

OIL STOVES
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The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

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S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
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The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
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PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que

PADS FOR HORSES
American Pad and Textile Co., Chatham.
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PAINT, COLD WATER
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The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

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Meakins & Sons, Hamilton.
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T. S. Simms & Co., Ltd., Fairville, St. John.

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Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
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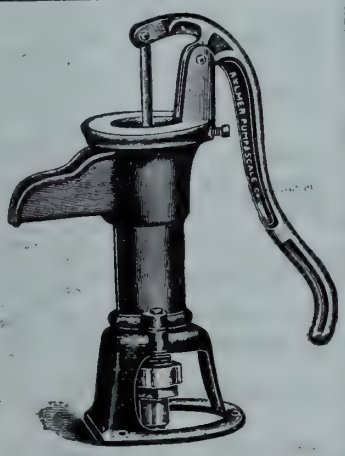

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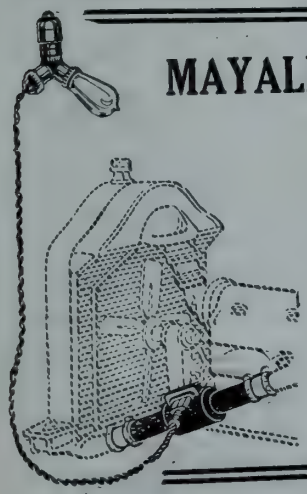

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Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

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The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

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The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
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PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

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Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

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Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers. Frary & Clark, New Britain, Conn.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Parmenter & Bulloch, Gananoque.

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Trimont Mfg. Co., Roxbury (Boston, Mass).

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American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Fittings, Limited, Oshawa, Ont.

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Wheeler & Bain, Toronto.

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Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

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Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

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Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
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Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

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J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Millers Falls Company, Millers Falls, Mass.

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Jas. Oaker & Sons, Ltd., London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls. Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

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Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

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The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
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S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
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PUMPS, GASOLINE
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Cannon Oiler Co., Keithsburg, Ill.

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Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

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Bridgeport Hdwe. Mfg. Co.,, Bridgeport, Conn.

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Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.

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United Brassfounders & Engineers, Limited, Manchester, Eng.

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Thos. Ellin & Co., Limited, Sheffield, Eng.
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Christopher Johnson & Co., Sheffield, England.
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Butterfield & Co., Rock Island, Que.

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Consumers Cordage Co., Montreal, Que.
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In FINANCIAL POST of December 10, 1921.

The Stock Markets

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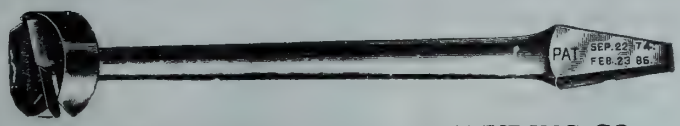

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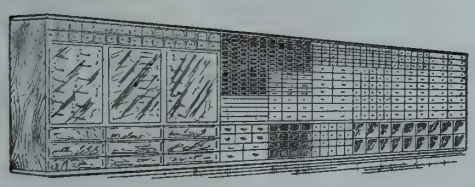

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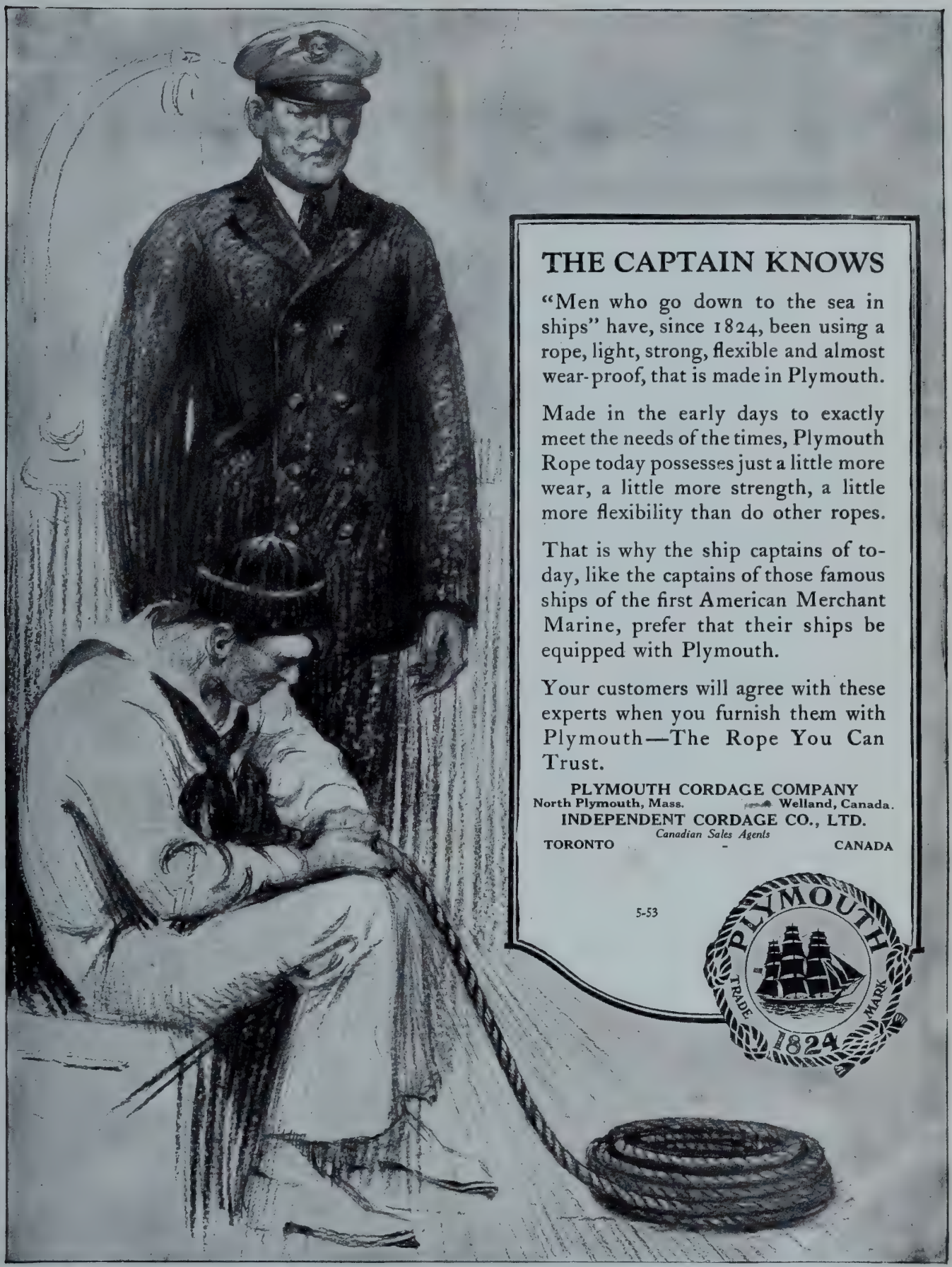
In the minds of those who measure,
Everywhere

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

TAPES *and* RULES

If interested tear out this page and place with letters to be answered.



THE CAPTAIN KNOWS

"Men who go down to the sea in ships" have, since 1824, been using a rope, light, strong, flexible and almost wear-proof, that is made in Plymouth.

Made in the early days to exactly meet the needs of the times, Plymouth Rope today possesses just a little more wear, a little more strength, a little more flexibility than do other ropes.

That is why the ship captains of to-day, like the captains of those famous ships of the first American Merchant Marine, prefer that their ships be equipped with Plymouth.

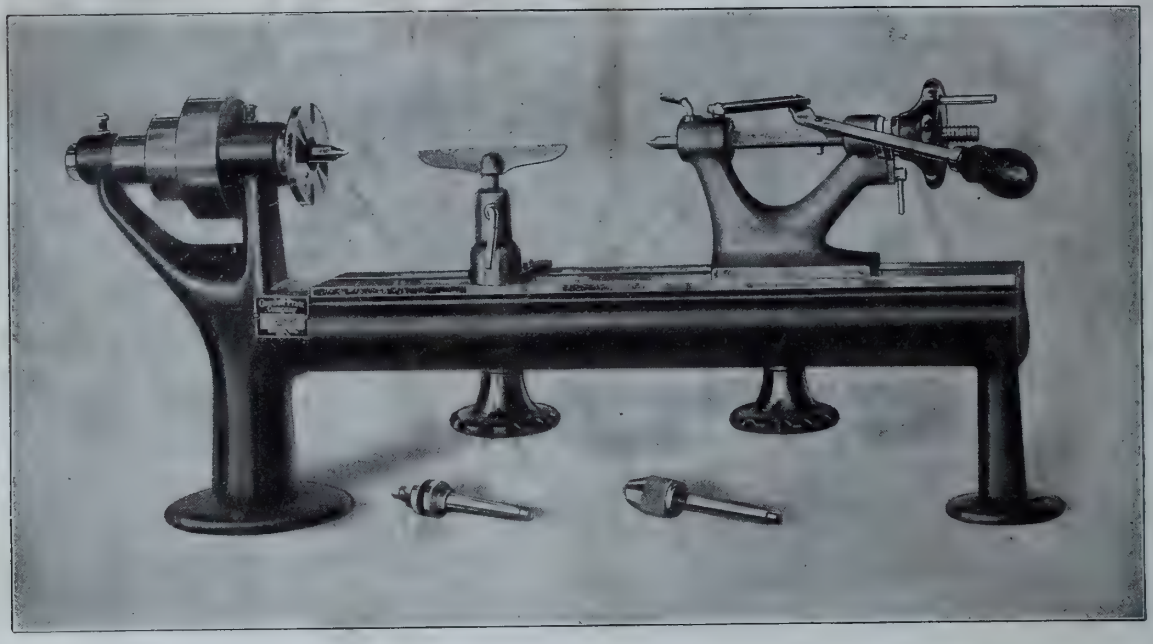
Your customers will agree with these experts when you furnish them with Plymouth—The Rope You Can Trust.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada.
INDEPENDENT CORDAGE CO., LTD.
Canadian Sales Agents
TORONTO - CANADA

5-53

PLYMOUTH TRADE MARK 1824

GOODELL-PRATT
1500 GOOD TOOLS



HARDWARE DEALERS
SELL THESE LATHES

This Lathe is a tool that is sold by hardware dealers, because it is designed primarily for the use of amateurs, and experimenters, and not as a piece of production equipment.

Thousands of boys and men like to make things in their own home shops. Hundreds of live hardware dealers are cashing in on this demand.

No Similar Tool At Anywhere Near The Price.

With this Lathe, and the various attachments that we manufacture for use in connection with it, it is possible to do any kind of machine shop operation. Yet the cost is so low that almost any man or boy can afford to buy it.

Steady Stream Of Repeat Orders For Attachments

Once you sell one of these lathes, you are sure of a steady customer for various other attachments and tools for use in connection with it. The retail price of the Lathe as shown above is $36.00. Your margin of profit is liberal.

Put One in Your Window at Christmas

GOODELL-PRATT COMPANY *Toolsmiths* Greenfield, Mass., U. S. A.

PUBLISHED EVERY SATURDAY SINCE 1888

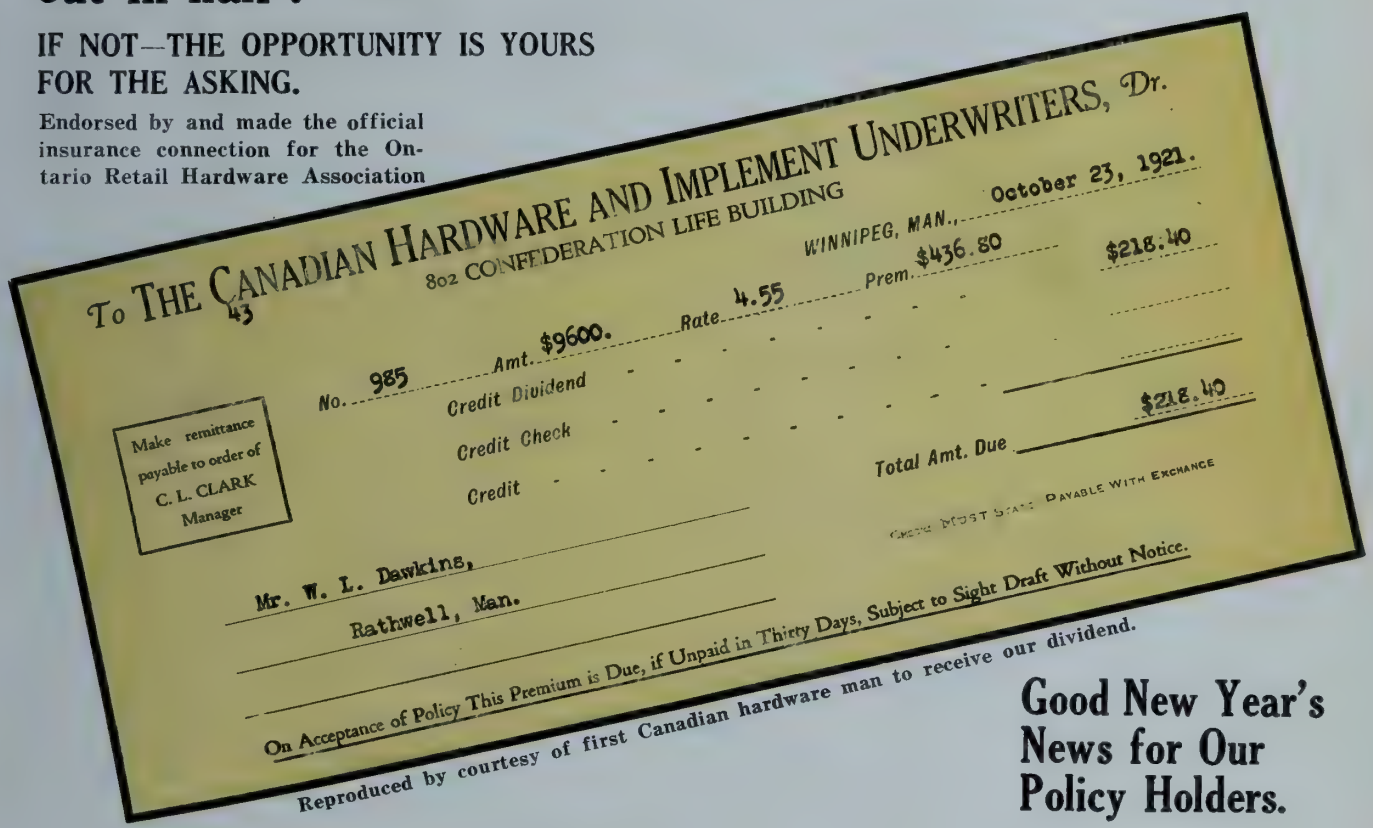
Hardware Metal

Vol. XXXIII. No. 53 | THE MACLEAN PUBLISHING COMPANY, LIMITED | December 31, 1921
PUBLICATION OFFICE : TORONTO, CANADA

Can YOU show YOUR Fire Insurance Costs cut in half?

IF NOT—THE OPPORTUNITY IS YOURS FOR THE ASKING.

Endorsed by and made the official insurance connection for the Ontario Retail Hardware Association



Reproduced by courtesy of first Canadian hardware man to receive our dividend.

Good New Year's News for Our Policy Holders.

By action of our boards of directors every policy issued by us covering on a hardware and implement risk will be credited with a dividend of 50 per cent. upon its expiration in 1922.

This makes the 15th consecutive year our hardware companies have returned a 50% dividend to the hardware trade.

Still Our Surplus Increases—Now Exceeds $2,000,000 Over all Liabilities.

Why not place **YOUR** fire insurance with us **now?**

The Canadian Hardware and Implement Underwriters

C. L. CLARK, Manager - **Winnipeg, Manitoba.**

PROVINCIAL MANAGERS:

ALBERTA	MANITOBA	ONTARIO	QUEBEC	SASKATCHEWAN
C. W. Athey 504 MacLean Block Calgary	I. E. Fairchild Conf. Life Bldg. Winnipeg	F. A. Martin P. O. Box 137 Colborne	Alfred Brunelle Room 12-Maisonneuve Bldg., 97 St. Jacques Street Montreal.	A. E. Athey, 2329 Montreal St., Regina

"It's No Trouble to Sell Your Tires, Sir"

It is a pleasure to hear one Hardware Man after another say he has no trouble selling "Gutta Percha" Tires. They have such a good reputation for "standing up," that they do not have to do much talking to close a sale. "Gutta Percha" Tires are practically "sold" already to the average motorist.

"Gutta Percha"

(CORD) **Tires** **(FABRIC)**

"Quality all Through"

Hardware Men do not sell one half the tires they might sell, if they would take the trouble to put the tire on, as an act of service to the customer. They help load up a waiting customer's vehicle with other goods as a regular courtesy. It's no more trouble to put on a tire—try it as a new policy.

Will You Write for our Prices and Terms?

Gutta Percha & Rubber, Limited

Head Offices and Factory, Toronto

Branches in all Leading Cities of Canada

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND SONS & CO. LIMITED TORONTO

Howland's Mail Order Service

Our Mail Order Department has been built up with the idea of giving to all our customers a service that will be found prompt and satisfactory.

It does not take the place of our salesmen---it assists them, it assists you.

We take a distinct pride in keeping it up to the demands made upon it, and always strive to give all orders the most careful attention; to see that they are securely packed, and to ship them with despatch.

If in need of goods, if you have any difficulty, don't hesitate to call on us. Your slightest wish will be given immediate attention.

And if there is any way we can serve you still better--we ask that you tell us when you next order.

H. S. Howland Sons & Co.
LIMITED
TORONTO

Howland's Bulletin makes it easy to order by mail.

HOWLAND'S SAMSON QUALITY
H. S. HOWLAND SONS & CO. LIMITED TORONTO

If interested tear out this page and place with letters to be answered.

"The Trade Mark known in Every Home"

UNIVERSAL
ELECTRIC
Heating Pad

"Universal" Electric Heating Pad
No. E. 9940

Equipped with Safety 3 Heat Cord Switch. Patented 4 Thermostat control maintains heat at any desired temperature.

THOSE afflicted with aches and pains no longer add to their suffering by using the old-fashioned water bottle. Too often it was as cold as an old maid's kiss or hot enough to blister a salamander in an asbestos overcoat.

WINTER ills and doctors' bills are things all people wish to avoid. The "Universal" Electric Pad performs invaluable service in warding off sickness and relieving suffering. The "Universal" is extremely soft and pliable. Above all, it maintains heat at even temperature. When the switch is set at Low, Medium or High, the heat is constant and unvarying.

THE "Universal" has done so much, so well and so long that it holds unchallenged the position it has won. It is made right to make good. It is a money-maker for you. Feature it as a preventive of winter ills, as a pain reliever, as a cozy, snuggly bed-warmer.

Write for advertising material

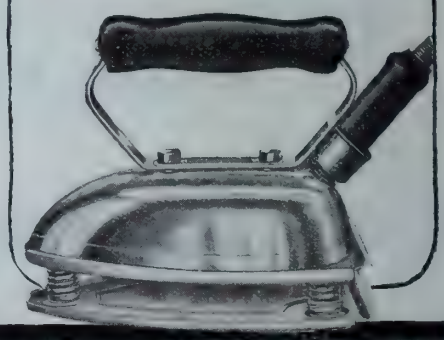
LANDERS, FRARY & CLARK
New Britain, Conn.

Canadian Representatives

A. MacFarlane & Co., Limited
Montreal Quebec

UNIVERSAL
ELECTRIC
Roundheel
Iron

THE latest labor-saver and money-maker in the great "Universal" line. A distinct, progressive step in electric iron manufacturing. Irons forward, backward, sideways, all ways with equal ease. Write for special bulletin. Shows how it is made and how you can make good profit—plenty of it—by selling the new "Universal" Roundheel Iron.



UNIVERSAL

If interested tear out this page and place with letters to be answered.

Sell Freedom from Ice and Snow

Ice and Snow cannot interfere with the reliable and easy working of Hatch Garage Door Outfits. Show your customers the advantage of being able, in any weather, to enter or leave the garage without delay. Who wants to shovel a lot of snow away to make room for doors to open, or stop to free moving parts from ice and snow?

With Hatch Garage Door Outfits

The doors slide easily out of the way and cannot blow or swing in the wind—and cause an expensive breakage of glass, headlights, windshield, etc.

Canada's total of motor cars still grows. Hardwaremen have assured business for Hatch Garage Door Outfits.

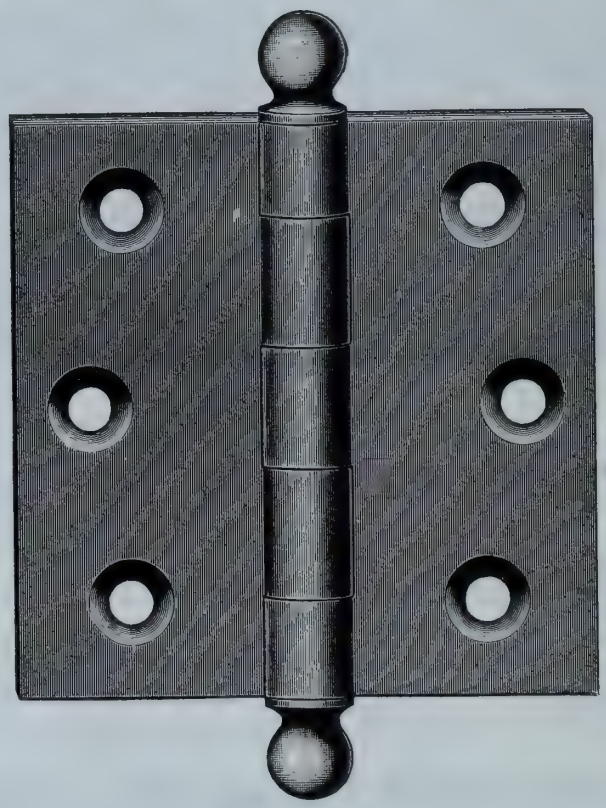
Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

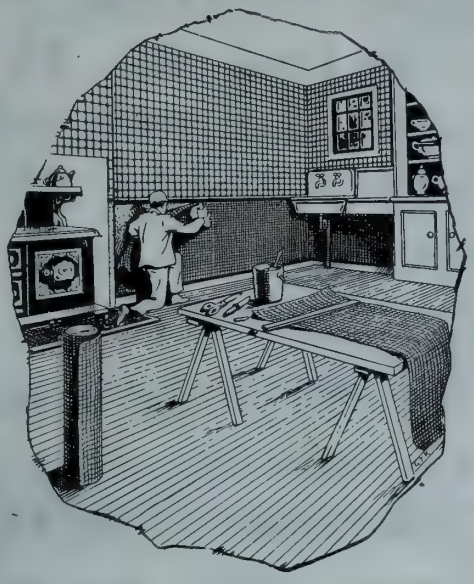
For Three Score Years and Ten



Smart's Butts and Hinges, a Standard
Produced in
Bright Steel, Dull Brass, Oxidized Copper

JAMES SMART PLANT
BROCKVILLE

St. John Montreal Toronto Winnipeg Vancouver



People Need
DECORATIVE BURLAPS
Can You Meet Their Needs?

Just as people need paint, wallpaper, varnish, etc., just to the same extent—sometime more so—do they need Decorative Wall Burlaps. And for the following reasons:

They Make Homes Comfortable.

They Make Walls Attractive.

They are Convenient to Handle; Easy to Apply.

They are of Moderate Cost.

There is a Size to Meet Every Need.

The Best Place to Carry Decorative Wall Burlaps is in the Paint Department.

Buy half a dozen rolls—It won't take much capital—and display them with your regular paint specialties. Get in touch with your local painter and tell him how it will pay him to push this line himself, for each customer will want him to decorate with Burlap when special room color schemes are decided upon.

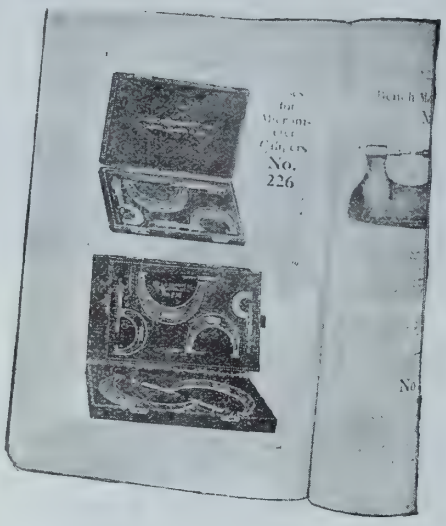
Rolls 30 and 60 Yds. Long.
Widths 30, 36, 45, 54, 60, 72, 90 inches.
Shades, Oil-Coated Drab, Green, White.

Add this Line to Your Paint Department Now

Dominion Oilcloth & Linoleum Co. Limited
Montreal

If interested tear out this page and place with letters to be answered.

New Tools You Should Know



Micrometer Caliper Set

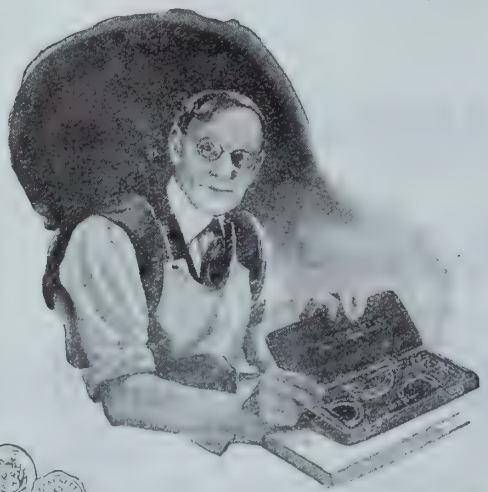
No. 226 L

Four Starrett Micrometer Calipers reading to ten-thousandths—sizes 1-inch, 2-inch, 3-inch and 4-inch. The sizes included afford sufficient capacity to cover a very wide range of work. Each of the four micrometers in the set is equipped with the Starrett lock nut and ratchet stop. Details of this and other sets of Starrett Micrometer Calipers are given on pages 172 and 173 of the new Starrett Catalog No. 22 "MA." If you have no copy of this catalog at hand, write for one—and also get the Starrett booklet—"The Tools Mechanics Buy."

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-241



Sell Starrett Tools

The dealer who stocks files that are accepted as the standard among file users avoids the necessity of active selling efforts.

Such files sell themselves.

File users ask for them, and accept them without question.

This is the experience of dealers who carry one of the following five brands, accepted as the standard of file quality for over fifty years:

Kearney & Foot
Great Western
American
Arcade
Globe

Made in Canada by

Nicholson File Company

Port Hope - - Ontario

If interested tear out this page and place with letters to be answered.

The Westinghouse Type H Iron

is beautifully finished in highly polished nickel, and has many special features that the dealer can use as selling arguments, such as: The steel-clad heating element with strong and substantial terminals; the even distribution of heat over the entire ironing surface; the comfortable handle and accurate balance; the flanged base which not only gives greater ironing surface, but permits easy ironing of tucks and ruffles.

Canadian Westinghouse Company, Limited, Hamilton, Ontario

TORONTO, Bank of Hamilton Bldg.
HALIFAX, 105 Hollis St.
CALGARY, Canada Life Bldg.

MONTREAL, 285 Beaver Hall Hill.
FT. WILLIAM, Cuthbertson Block.
VANCOUVER, Bank of Ottawa Bldg.

OTTAWA, Ahearn & Soper, Ltd.
WINNIPEG, 158 Portage Ave. E.
EDMONTON, 211 McLeod Bldg.

Repair Shops:

MONTREAL, 113 Dagenais St.
WINNIPEG, 158 Portage Ave. E.

VANCOUVER, 1090 Mainland St.

TORONTO, 366 Adelaide St. W.
CALGARY, 316 3rd Ave. E.

Westinghouse

If interested tear out this page and place with letters to be answered.

WILLIAMS' SUPERIOR DROP-FORGED WRENCHES

Over 40 Standard Patterns in 1000 Sizes

J. H. WILLIAMS & CO., Limited

"The Wrench People"

Formerly Canadian Division of
The Whitman & Barnes Mfg. Co.

30 Thorold Road St. Catharines, Ontario

NATIONAL

Guaranteed Axes and Tools

We make our own steel in our own vast plant covering 40 acres of ground! During the war we had one of the most extensive, best equipped and successfully operated munition plants in Canada.

We have devoted a year to perfecting the adaptation of this plant to the making of the best Canadian axes and tools. We are now ready to sell these.

Few, if any, axe and tool manufacturers in Canada have our expert tool-making facilities, tempering processes and tests, inspection or shipping facilities. Our special metallurgists and chemists, and our specially constructed forging, tempering and annealing furnaces, and chemical vats, assure you properly tempered tools. Making our own steel relieves us of the many handicaps existing where material has to be obtained in open market.

Ask for Catalogue No. 6 and supplements.

The National Farming Machinery Limited

Montmagny, Quebec, Canada

WIRE NAILS

Blued—Cement Coated —Galvanized—
Copper Plated—Brass Plated

CUT NAILS

Standard Cut Nails, Cut Finishing Nails,
Roofing Nails, Coopers' Nails, Boat Nails

Sharp and Flat
Pressed Nails

Clinch Nails

HAMILTON

THE STEEL COMPANY OF CANADA LIMITED

MONTREAL

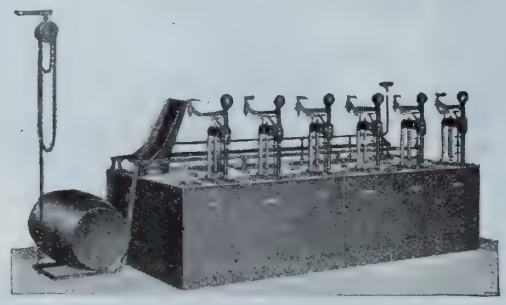
If interested tear out this page and place with letters to be answered.

Getting More Profits From Paint Oils

Do you handle paint and lubricating oils in the oil fashioned way—in drums and barrels? If so, you are losing money.

Install a Battery of Bowser Fig. 109 Tanks—one Tank for each oil you handle. Line the Battery up against the wall, neatly and compactly. Get your oils out where customers can see them and you will sell more.

The Bowser Piston-Type Measuring Pumps deliver exactly the amount of oil required directly into the container, eliminating spillage. The evaporation-proof, all-metal construction eliminates leakage and gumming.



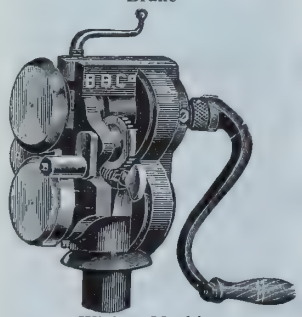
Thus Bowser Equipment reduces costs, increases profits and insures against fire.

Bowser Equipment is MADE IN CANADA by
S. F. BOWSER CO., LTD.
1668 Fraser Ave., Toronto, Ontario

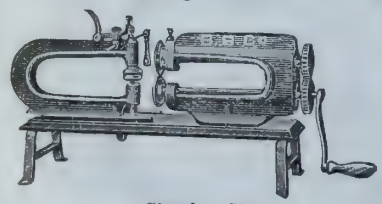
BOWSER
ESTABLISHED 1885
PISTON-TYPE MEASURING PUMPS

Write for Illustrated Booklet C-16

Brake



Wiring Machine



Circular Shear

Speed With Accuracy

B B Co Ltd.

Brown-Boggs Sheet Metal Working Tools are skilfully designed to give greater speed in operation, and at the same time, assure accuracy.

With these reliable and effective machines installed in your shop, you are assured of a definite increase in production with a proportionately lower cost. This brings a greater annual profit to the shop.

Write to-day for a catalogue and see what these better machines can save and earn in your shop.

The Brown, Boggs Company, Limited

Hamilton, Ontario

Manufacturers of

Tinsmiths' and Heavy Sheet Metal Working Machinery, Canning and Evaporating Machinery

If interested tear out this page and place with letters to be answered.

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

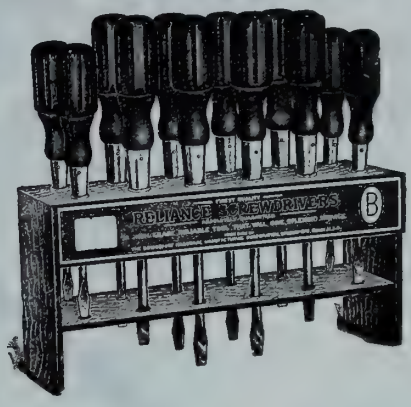
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Bridgeport Displays *Pave the Way*



For More Sales

This handsome display of a dozen 4, 5 and 6-inch screw drivers makes sales quickly. Reliance drivers have rubberoid handles, nickel-plated ferrule, and a perfectly tempered blade.

Write to-day for complete catalogue.

Bridgeport Hardware Mfg. Corp.

Bridgeport, Connecticut, U. S. A.

Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers' Dowel Pins

"OilCup"

"Ratchet"

"D"

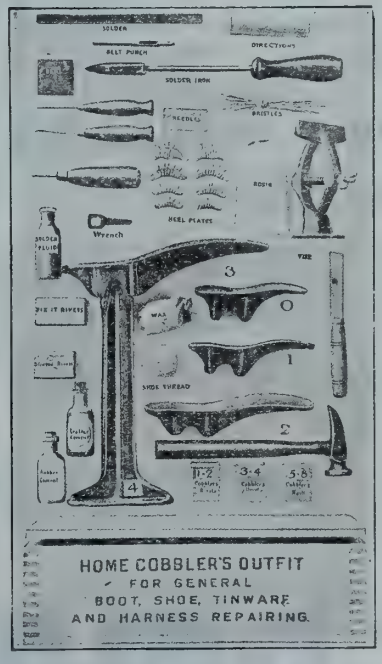
"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.

WINDSOR

"ECONOMIZERS"



There are always some lines that sell better in quiet times. Analyze what these products are, and you'll invariably find they come under the category of "Economizers."

The line illustrated is particularly adaptable to the conditions of to-day. You will find a lively demand for this Outfit, because it means such a saving in footwear and footwear repairs—tinware and harness repairing. "Preferred Position" for this set in your Store and a "punch" from yourself will prove a fine investment.

MAXWELLS, LIMITED

St. Marys, Ont.

If interested tear out this page and place with letters to be answered.

"YANKEE"

PLAIN RIGID DRIVERS

Cabinet Style No. 95
Standard Style No. 90

They cannot loosen in the handle in use or abuse.

You have our guarantee.

They are as durable as the high-grade steel that composes them, and will render faithful service for generations. The comfortable handle and various lengths of blades make them suitable for all classes of work.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

ENAMELEDWARE

The CLEAN *Ware*

KITCHEN BOWLS In Handy Sets of Six

Sanitary and Clean.

Perfect for keeping foods and left overs. Can be put to a thousand uses, in kitchen or pantry. Nothing will affect the smooth, sanitary surface of Enameled Ware and nothing is affected by it.

These sets can be supplied in all our well known colors of Enameled Ware.

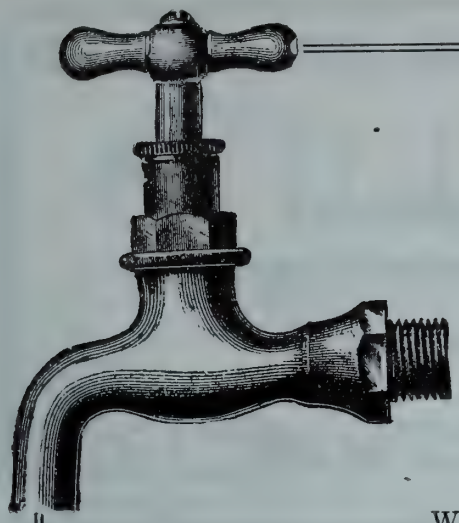
The Thos Davidson Mfg Co Limited

Head Office: Montreal

Branches: **Toronto Winnipeg Calgary Vancouver**

DAVIDSON

If interested tear out this page and place with letters to be answered.



Plumbing Goods MORRISON

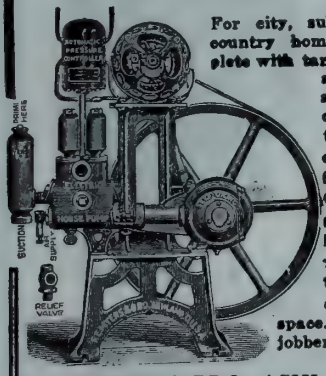
We stock:—Iron Pipe, Lead Pipe, Cast Iron Soil Pipe and Fittings, Brass Tube 1/8 to 10 inch O.D., Brass Pipe (Iron Pipe Sizes), Copper Pipe (Iron Pipe Sizes), Brass Rod (Round and Hexagon), Copper Rod, Sheet Brass, Brass Wire.

We stock:—Brass and Copper Pipe, Iron Pipe Fittings, Brass Pipe Fittings, Pipe Fitters' Tools, Stocks and Dies, Pipe Wrenches, Pipe Cutters, Pipe Vises, Etc., Etc.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

James Morrison Brass Mfg. Co.,
93-97 Adelaide St. W.,
Toronto

MYERS—Electric House Pumps



For city, suburban or country homes. Complete with tank or separate. Operation by any current. Automatically controlled. Self-oiling. Capacity 180 gallons per hour. Strong, compact, easy to install, occupies small space. Ask your jobber or write us.

E. F. MYERS & BRO., ASHLAND, Ohio

COLLECTIONS

Our ability to collect accounts has been highly praised by merchants all over Canada. We collect anywhere in Canada and the United States on a strictly commission basis. You are under no obligation to us if we do not collect. We guarantee you a thoroughly honest service. Prompt remittances. Give us a trial. We collect where others fail. Established 1909.

Nagle Mercantile Agency
Laprairie (Montreal) Que.

EVERYWHERE
NO COLLECTION NO CHARGE
EFFICIENT
RELIABLE

KEEP CANADA PROSPEROUS

If the Canadian people will demand goods made in Canada, there can be only one result: A PROSPEROUS CANADA.

LONDON BAR IRON

Made in Canada for the last eighteen years, has earned a reputation

FOR QUALITY THAT SATISFIES

Send In Your Order Now

London Rolling Mills Co.

LIMITED
LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver

THE GENDRON MANUFACTURING CO. LIMITED

Makers of

Children's Vehicles
"Beaver" Coaster Wagons

HAVE YOU OUR CATALOGUE GRADE "D"?

THE GENDRON MANUFACTURING CO., LIMITED

Limit Hack Saws to one Line

Sell one line of hack saws, and you have a smaller investment, a quicker turnover, and larger profits.

The leadership of Star Hack Saws for 38 years makes them the logical brand for you to push.

Every hack saw customer who comes into your store recognizes the saws in the famous green box as the standard blade of highest quality.

Star Saws are sold direct from the factory in Middletown where they have always been manufactured.

CLEMSON BROS., INC.
Middletown, N. Y.
Makers since 1883
Canadian Office and Warehouses
304 Imperial Office Building
Hamilton, Ontario

STAR HACK SAWS

Now Sold by
CLEMSON BROS. Inc
MIDDLETOWN, N.Y.
Makers Since 1883

Trulite

Short Globe Pattern Cold Blast

LANTERNS

are one of the standard types known and approved by dealers and consumers throughout Canada and in many foreign markets.

In your 1922 lantern propaganda include the **"Trulite"** as your leader.

Its reputation as a dependable and reliable light-giver will strengthen the confidence of your regular customers, and make permanent clients of casual purchasers.

Made in Plain and Japanned.

Ask for prices and illustrations of our new Roadster Lantern, built up from the **"Trulite."**

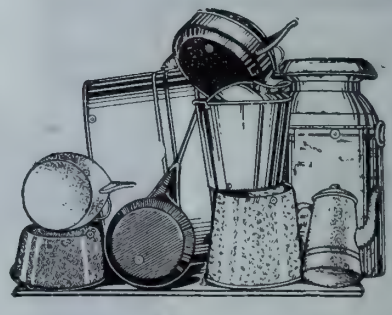
That all our friends may enjoy a Happy and Prosperous New Year is the wish of

E. T. Wright Co. Limited
HAMILTON, CANADA

Successors to
The Ontario Lantern and Lamp Co.

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?
USE **MENDETS**
A PATENT PATCH



Leaking kitchen utensils are so common in almost every home, and so many new ones are springing leaks every day in some household, that the market for Mendets is practically inexhaustible. Good housewives regret seeing a favorite utensil cast aside as useless. If Mendets are brought to their attention they buy—gratefully.

Your Jobber Has Them

Collette Mfg. Company, Collingwood, Ont.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.
There's a reason.
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.
It pays to sell **STILL'S.**

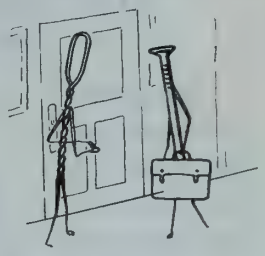
J. H. Still Mfg. Company

ST. THOMAS -:- ONTARIO

Western Representatives: Frederic Sara & Co., Calgary.
Ontario Representatives: Grant Chater, 926 Traders Bank Building, Toronto.
Quebec and Maritime Provinces Representatives: John R. Anderson, 36-38 St. Dizier St., Montreal.

Laidlaw's Wire Boys

Their Chat No. 11



NAILS of all kinds

"I was just counting the cuts of Wire Nails in the Laidlaw Catalog, W.N. There are 81, showing a wide variety of styles and sizes. Of course this does not represent the extent of the Laidlaw range as most of those cuts represent styles of which there are many sizes in each."

"There are some of my customers (dealers) who would be glad to get this catalog to keep as reference."

"If they send to the Laidlaw Bale Tie Co., Limited, Hamilton, the boss will have a copy rushed out to them. Some dealers sell a lot of goods from a Laidlaw Catalog."

Laidlaw Bale Tie Co. Ltd.

HAMILTON - CANADA

PREMAX HOUSE NUMBERS

A common requirement of the Postal Department for carrier delivery in any community, is a clear, legible house number. You can make this an important item of your business.

The Premax Line of Embossed Metal Letters, Figures and House Numbers—Aluminum and Brass—is a most complete line. It comprises a wide range of sizes and finishes and assures ample stocks always.

Folder 14 gives full information.
Ask for it.

Niagara Metal Stamping Corporation

Division N **Niagara Falls, N.Y.**

Makers of the Premax Line of Hardware Specialties

Sales Representatives:

Western Canada—D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Man.
Eastern Canada—R. R. Labelle, 404 De St. Valier St., Montreal, Que.

V & B TOOLS

V. & B. Tools Comprise one of the Most complete lines of carpenters' tools manufactured in the U.S.A.
Hammers, Braces, Planes, Screw Drivers, Cold Chisels, Machine Punches, Pipe Wrenches, Pliers, Pincers, Nippers, etc.

All V. & B. Tools are individually tested and are fully warranted. Write for complete catalogue.

Vaughan & Bushnell Mfg. Co.

2114 Carroll Ave. **Chicago, U.S.A.**

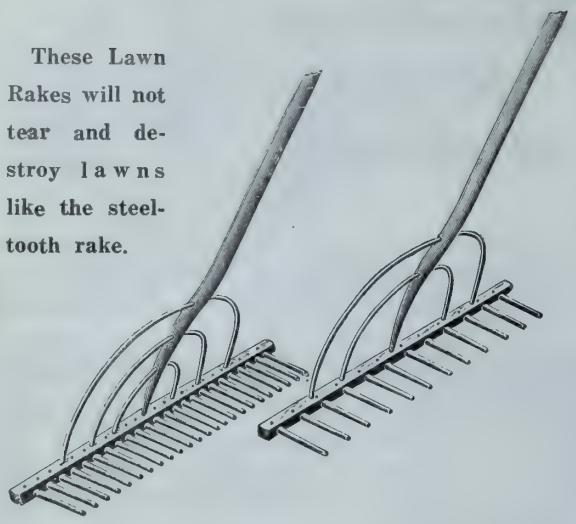
Montreal Office
Alex. Gibb, St. Nicholas Bldg.

Winnipeg Office
L. T. Walls Sales Ltd.
702 Confederation Life Bldg.

If interested tear ***out*** *this page and place with letters to be answered.*

Steel Tube Bow Hay and Lawn Rakes

These Lawn Rakes will not tear and destroy lawns like the steel-tooth rake.



It is easy to convince your customers of the superiority of this rake.
The steel tube bow makes a much stronger and better looking rake and does not add anything to the weight.
Note the improved double bend in the handle, making a much better hanging rake.
We also make the wood and wire bow rake.

RUGG-BALL MFG. CO., LIMITED
AYER'S CLIFF, - - QUEBEC

A New Year and New Stock

Business in 1922 is an unknown quantity, although leading prophets predict that this new year will see us "around the corner," the time varying according to geographical location and the kind of industry concerned.

The Business press, generally, advises retailers to clear old stocks. While retail stocks are low, in general, so-called "luxury goods" are still a burden to many hardwaremen. Consumers now consider price in every purchase.

Our advice is to clear your shelves. Begin the New Year with the maximum capital available. Get your 1922 stock at present prices and start fresh with renewed confidence and a better business basis. Let us quote you on your 1922 stock.

Thos. Birkett & Son Co.
LIMITED
Shelf and Heavy Wholesale Hardware
OTTAWA, CANADA

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

Before Placing your Order for

POULTRY NETTING

communicate with

J. H. HANSON COMPANY LIMITED

248 St. Paul Street West, Montreal, Que.

We have to offer galvanized-after-weaving British-made netting, manufactured by THE WHITECROSS CO., LIMITED, Warrington, Eng.

IN STOCK AT MONTREAL.

Coal prices are still up, and it pays your customers to stop all the drafts around windows and doors with Frost King Weatherstrip.

Frost King is not "just weatherstrip"; it is an efficient and reliable way to keep out the cold and conserve the warmth of the house. This desirable, quick-selling weatherstrip is made of felt that stops the wind and is extremely durable and neat.

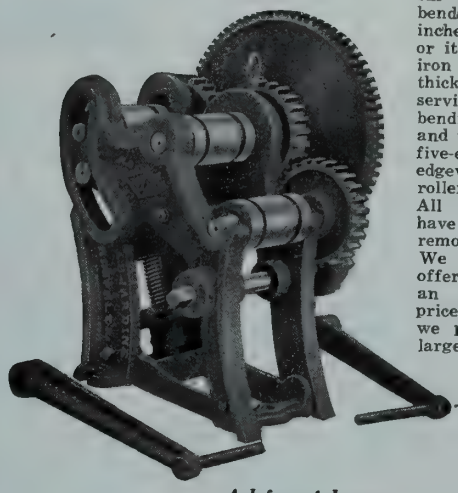
Order from your Jobber

JARDINE TOOLS

In this reliable, dependable machine all the rollers are geared. These powerful rollers are grooved for two thicknesses of iron for bending edgewise. Unless otherwise ordered we supply grooves for 3-8 inch and 1-2 inch iron.

This useful machine will take iron up to six inches wide. It bends up to four inches by one inch, or it will bend wider iron of proportionate thicknesses. It gives service for circles by bending up to one and three-quarters by five-eighths inches edgewise. The top roller is removable. All Jardine Benders have the center roll removable.

We are enabled to offer this machine at an extremely low price, only because we produce them in large volume.



Tire Bender No. 4

Ask for catalogues.

A. B. Jardine & Co.

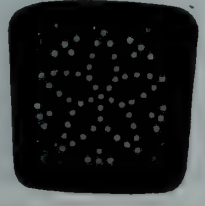
LIMITED

HESPELER, ONT.

Real Profit in Canadian Veneer Chair and Toilet Seats

We are talking about real, tangible profit that comes in particularly freely in the Fall months because there is a little extra demand now.

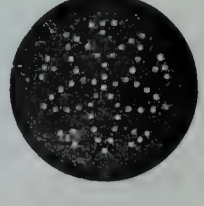
These splendid, three-ply veneer seats are made in a pleasing variety of patterns, carefully shaped, corners rounded, and fastened with genuine water-proof cement. They will not warp, curl, crack or come apart.



Everlasting 7- and 11-Ply Toilet Seats

These are expertly joined in 7 and 11-ply veneer. They cannot come apart and will outlast any other seat on the market.

Write to-day and let the extra profit come to you as soon as possible.



Canadian Veneering Company, Incorporated

ACTON VALE, QUE.

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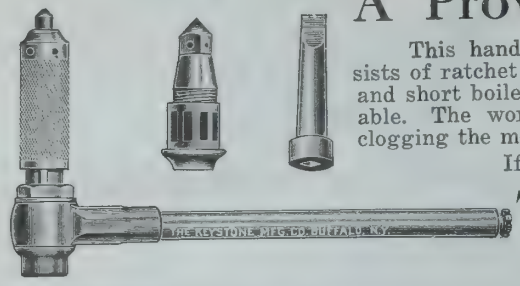
Keystone Reversible Ratchet

Combination No. 200

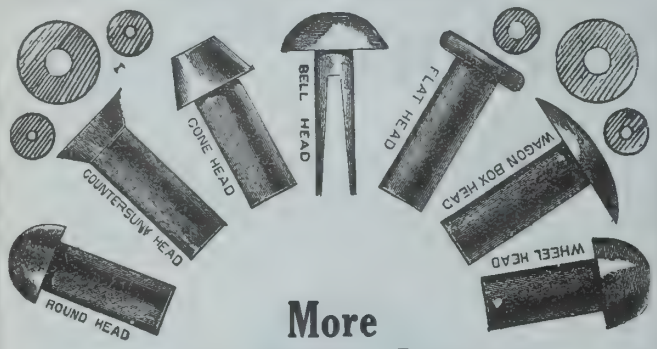
A Proven Record For Good Sales



This handy combination is well made of first-class materials. It consists of ratchet for taper shank, twist drills, sleeve for square shank drills, and short boiler socket for square shank drills. The sockets are interchangeable. The working parts are all enclosed, preventing dust and grit from clogging the mechanism.

If your jobber cannot supply the demand, write us.

The Keystone Mfg. Company,
Postal Station "B" Buffalo, N. Y.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1220 Hamilton St., Vancouver.

Ask for

THE OLD RELIABLE

BLACK J&M **DIAMOND**
Registered

BRAND OF

TARRED FELT AND 2 & 3 PLY READY ROOFING

"Cyclone" Fibre &
"Joliette" Sheathing

Made to suit the CANADIAN CLIMATE

Also Wrappings of all kinds

Leading dealers all carry them.

Alex. McArthur & Co.,
LIMITED

82 McGill St., MONTREAL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

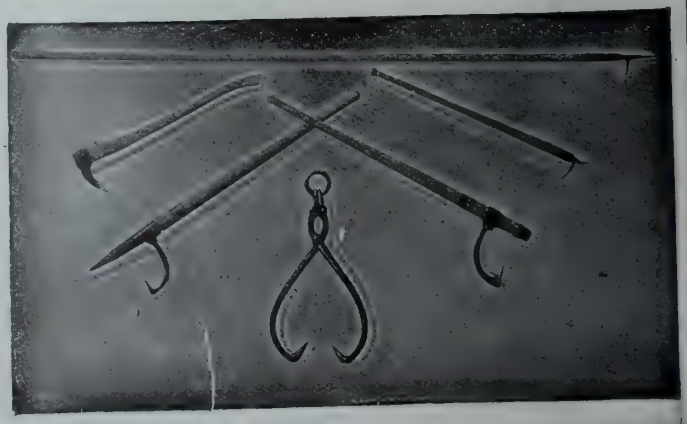
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



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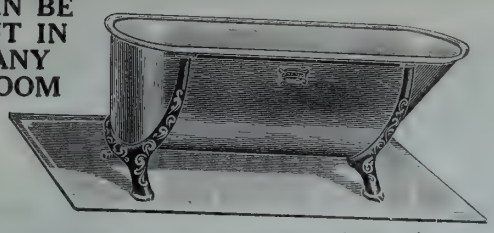
CAN BE PUT IN ANY ROOM



PROFITS in Country Trade

This advertisement is of interest to you if you number among your customers people who live in country localities without city conveniences.

TWEED ENAMELLED STEEL BATHS

give country folk all the advantages of a modern bath room at a very small cost. Made of galvanized steel enamelled and installed without plumbing, they fill a long-felt want for those who have been suffering from the lack of adequate home conveniences.

Write us for price lists and further particulars about these baths as well as the Tweed Sanitary Closets and other home conveniences.

THE STEEL TROUGH & MACHINE CO. LIMITED

TWEED - ONT.

"MONITOR"

Coal Oil Stoves, Furnaces, Blow Lamps, Brazing Lamps

With Many Advantages

This is a "roarer" type blow lamp for outdoor use. It is made with fixed legs, or collapsible. The latter make it very convenient for camping, yachting, motoring, prospecting and surveying.

Burning coal oil, it has the advantages of safety, cleanliness, greater heat and less odor than gasoline. Capacity 2¼ pints.

The Standard Meter Co., Limited

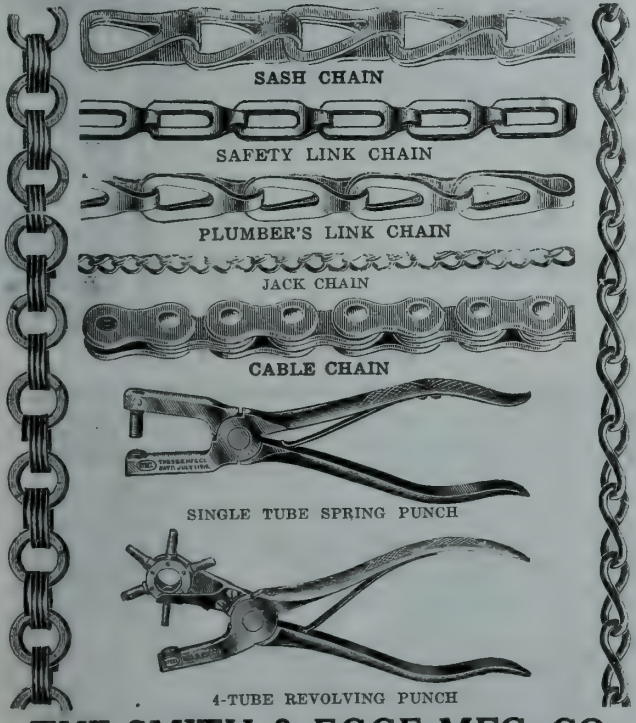
Toronto, Canada

AGENTS:

Manitoba and West
Frederic Sara & Co.
Calgary, Alta.

Ontario and East
A.G. & A.L. Brown & Co.,
207 St. James St.,
Montreal, Que.

CHAINS AND PUNCHES



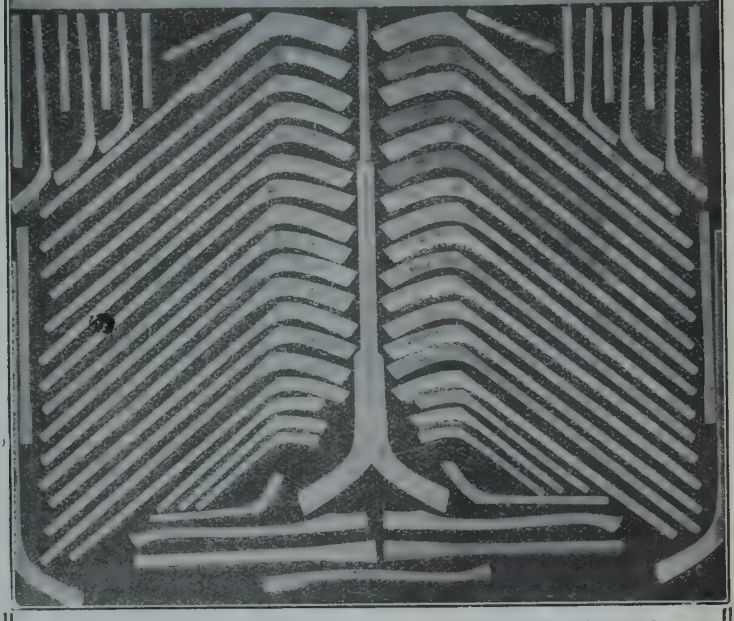
THE SMITH & EGGE MFG. CO.

Bridgeport, Conn.

"ORIGINATORS OF SASH CHAIN"

St. MARYS WOOD SPECIALTY CO.

HOCKEY STICK SPECIALISTS HANDLES FOR AXES, PICKS, HAMMERS, MINERS ETC



Hockey players throughout the Dominion recognize and appreciate the hang, balance and scientific shape of St. Marys' Hockey Sticks. Every stick is made of clear, selected elm. Beautiful wood that convinces your customers.

St. Marys Wood Specialty Company

LIMITED

St. Marys, Ontario

If interested tear out this page and place with letters to be answered.

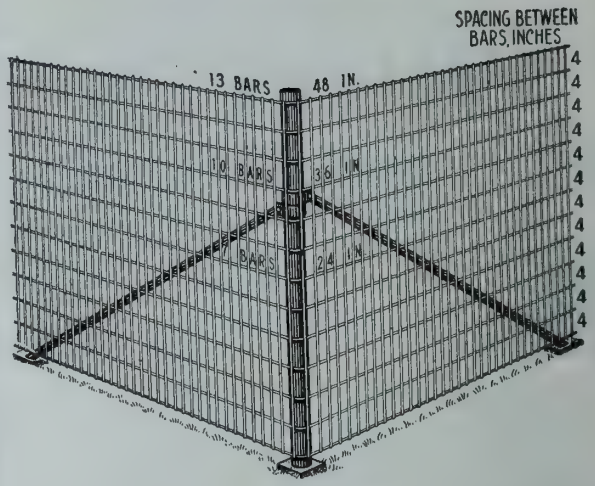
"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada

This Fence is Good Stock to Carry

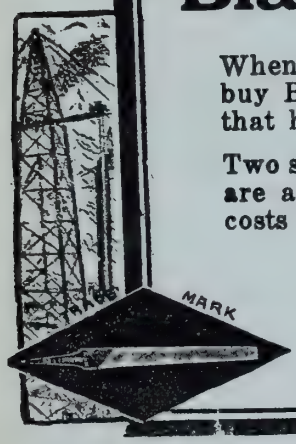


It is the readiest seller on the market. It is ELECTRIC WELDED, is guaranteed, and the PRICE is right.

Write for Circulars and Terms.

A. R. LUNDY 257 KING ST. WEST, TORONTO

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

"OAKEY'S" WELLINGTON KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.I. Eng.

Agents:
John R. Anderson, 36-38 St. Dizier Street, Montreal, Que., Sturgeons, Ltd., 64-66 Richmond Street East, Toronto; Frank Manley, 290 McDermott Ave West, Winnipeg; Sankey & Manson, 839 Beatty Street, Vancouver, B. C.

K--T Clothes Line Pulleys or Well Wheels

Roller Bearings and a positive rope guide make them good sellers. They are lighter, and stronger, and don't squeak. We also make K-T Cobbler Sets, Coal Chutes, Clean Out Doors, Well Wheels, Window Weights, Horse Weights and Builders' Castings.

The Katie Foundry

Galt Ontario

If interested tear out this page and place with letters to be answered.

Maple Leaf Stitched Cotton Belting Longer Life

Maple Leaf Stitched Cotton Duck Belting, has proved itself, and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton duck wins out.

For the dealer it means new customers, profits and repeat orders.

Write Today.

The Dominion Belting Co., Limited
Hamilton, Canada

Rosin Core Solder

"The Solder with the Flux in the centre."

Acid Core Solder

Also "Imperial Soldering Paste."
Small tins.

The CANADA METAL CO., LIMITED
SOLDER EXPERTS

HARNESS

Your requirements in harness can safely be entrusted to us. We manufacture a complete line of Single, Farm and Lumber Harness, Horse Collars, Halters, Sweat Pads, etc.

Orders promptly filled.

B. F. ACKERMAN, SON & CO., LTD.
Regina, Sask. Peterboro, Ont.
Established 1870

BRASS TACKS

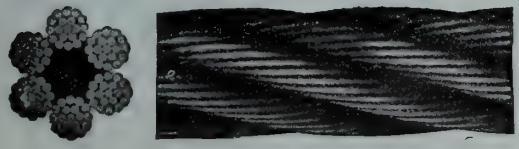
Brass and Brass Plated

FURNITURE AND CHAIR NAILS

All Kinds of Cut Tacks and Small Nails

Dominion Tack & Nail Co.
Limited
Galt - Canada

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

KESTER ACID CORE WIRE SOLDER

FLUX IN POCKETS

—a self-fluxing solder for automotive and general work. Flux and solder are applied in one operation, because the flux is contained inside the hollow wire of solder. In great demand by all solder users because it saves half of the workman's time and gives a strong bond the first time. Comes in convenient packages and spools that are easily stocked. Write for free sample—investigate this easy-to-sell, easy-to-use, easy-to-stock solder.

Kester Rosin-Core Wire Solder is also manufactured for delicate electrical work.

CHICAGO SOLDER COMPANY
225 Wrightwood Ave. Chicago, U. S. A.

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

JOSEPH RODGERS & SONS LIMITED

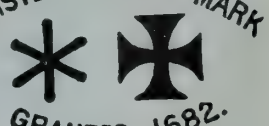
SHEFFIELD, ENG.

Avoid imitations of our

CUTLERY

By seeing that this EXACT MARK is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

If interested tear out this page and place with letters to be answered.

Why has Hardware and Metal Such a Large Western Canada Circulation?

There are many reasons why Hardware and Metal covers Western Canada as thoroughly as the other parts of the Dominion. Some of the outstanding reasons are:—

Hardware and Metal is the *only* hardware paper giving a weekly market service from Winnipeg.

Hardware and Metal is the *only* hardware paper giving a weekly news section for Western Canada.

Hardware and Metal is the *only* hardware publication giving the trade in Western Canada a weekly market service from Montreal, Toronto, London and Pittsburgh — and Westerners are even more interested than any others in the activities in the primary markets of the East.

Hardware and Metal is the *only* publication in Canada giving the Western hardware trade a weekly service covering the activities of the hardware trade in a National way.

Hardware and Metal is the *only* hardware publication giving the Western Canada trade a weekly market service on paints, oils, varnishes, etc.

Hardware and Metal is the *only* hardware publication giving the trade any Western Canada weekly information regarding, "What Other Merchants Are Doing," Legislation, New Hardware Goods, Illustrated Articles on Display, Advertising, Etc.

Hardware and Metal during the twelve months of the year, supplies the Western Canada hardware trade with more market information, more new goods information, publishes more illustrations of window displays, store interiors, and retailers' advertisements than all the other Canadian hardware trade publications combined.

Incidentally, Hardware and Metal is the *only* hardware trade publication in Canada that will supply you with an Audit Bureau of Circulations statement, thus proving what it really has in the way of circulation in Western Canada.

MORAL—*If you are interested in Western Canada trade, advertise in the paper that is read by the Westerners and has gained its present dominating position in the West, as well as in other parts of Canada through 33 years of honest effort to give the trade each week the best in hardware trade newspaper service.*

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143 University Avenue, Toronto, Canada

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

OUR COLORED GRADES	OUR WHITE GRADES
1B, 1A, 7, 1, 5,	Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs today.

ACME WASTE MFG. CO., LIMITED

492 Wellington St. W., Toronto

HOYT METALS

It Pays to Stock Hoyt Metals

There is a wide field for profitable sales in every town. Tinsmiths, newspaper offices, publishers, factories, etc., are all good prospects for some variety of Hoyt Metal. Their superior qualities have made them popular with experienced manufacturers, of which annual sales of $10,000,000 is ample proof.

HOYT METAL COMPANY

MONTREAL TORONTO WINNIPEG

"COCK KNIFE"

Corporate Trade Mark Granted 1772

RAWSON BROTHERS
SHEFFIELD, ENG.

Manufacturers of Celebrated "COCK" Brand Cutlery

AGENTS: C. C. CRAIG CO., 281 McDERMOTT AVENUE WINNIPEG

Stocks always on hand.

No. 9963

No. 208 Torch
List Price each $17.00.
Ask for Discount.

OH LOOK!!

Here is the latest Improved C & L Torch. The No 208 quart size has a powerful Generator that superheats the gas, producing the maximum heat and economizing fuel. Orifice is cleaned by upper Needle which has wire tip, lower Needle regulates. Burner cannot be ruined by forcing orifice larger as in other makes having sharp pointed [illegible] Kerosene can be burned by changing the Jet Block. Tank is strongly braced, Pump and other parts are of the latest improved construction. A perfect working dependable Torch. Jobbers supply at factory prices. Catalogue forwarded upon request.

Clayton & Lambert Mfg. Co.
10615 Knodell Ave.,
DETROIT, Mich., U. S. A.

Stove Mica

All sizes of Clear Mica in stock for immediate shipment.
Manufacturers of Mica Insulation.

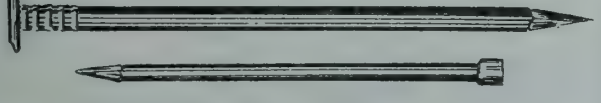
Price List on Application

Mica Company of Canada, Ltd.
P. O. Box 156, Hull, Que.

Willow Clothes Baskets

Walter Woods Limited

Hamilton **Winnipeg**



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

Customers Save Coal With

SAMUELS DUSTLESS Ash Sifter

It is a paying investment because it is reliable and efficient. It saves coal and so pays for itself in a few months. After that it pays dividends in the coal saved. It is so clean that it may be kept in the house — no need to take it to the yard for sifting.

Don't let others make all the ash sifter sales in your town. **Write for the Samuels Agency.**

J. Samuels

275 Queen St., West **Toronto**

THE quality of a machanic's work is a matter of pride as well as his livelihood. When a mechanic enters your store show him your line of the world's finest tools—

BROWN & SHARPE
Machinists' Tools

He can instantly see their high quality workmanship and reliability—and will judge your store accordingly. By selling the mechanic tools that meet his requirements you acquire another satisfied customer, one that will return not only for Brown & Sharpe Tools but for other products you carry.

BROWN & SHARPE Mfg. Co.

PROVIDENCE, R. I., U. S. A.

"We Protect the Dealer"

The Only Weekly Hardware Paper in Canada

Member Audit Bureau of Circulations *Member Associated Business Papers*

Hardware and Metal

CANADA'S NATIONAL HARDWARE WEEKLY

Vol. XXXIII. DECEMBER 31, 1921. No. 53

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The MacLean Publishing Company, Limited

JOHN BAYNE MACLEAN, President. H. T. HUNTER, Vice-President.
H. V. TYRRELL, General Manager.

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists' Weekly.
Cable Address, Macpubco, Toronto; Atabek, London, Eng.

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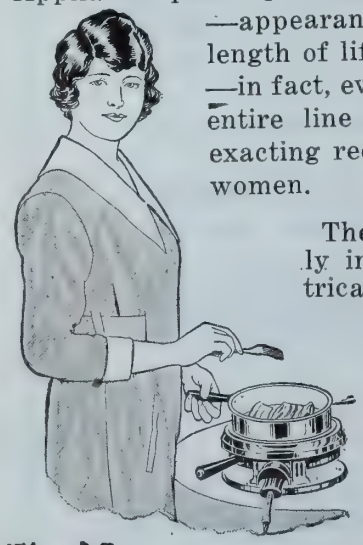
And they judge the lines by the satisfaction they give. Stores that carry the New Canadian Beauty Electrical Appliances (irons, toasters, grills, stoves, percolators, etc.) are better patronized—because Canadian Beauty Appliances have been bought by women, tested thoroughly and have given service **absolutely up to their highest expectations.**

The New Canadian Beauty Electrical Appliances please purchasers in every way—appearance, performance, length of life and usefulness—in fact, every article in the entire line meets the most exacting requirements of all women.



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Men and women are beginning to discriminate among the different brands of appliances, **and in this shuffle the Canadian Beauty line has received a very large share of the public preference.**

Have you benefited any? Or are you carrying a less popular line?

As you know, people are no longer buying in a haphazard fashion.

In the New Canadian Beauty Appliances the public get service, durability and smart appearance.

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Renfrew Electric Products Limited

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The New
Canadian Beauty
Electrical Appliances

If interested tear out this page and place with letters to be answered.

Canada's National Hardware Weekly

Hardware and Metal

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The Great Tug-of-war is in Progress

Forces of Depression And Pessimism Are Pulling Against Sane Optimism, and Opportunity—Everyone is on One Side or The Other—Big Psychological Influence in Present Business Situation—Sound Reasons For Improved Outlook for 1922

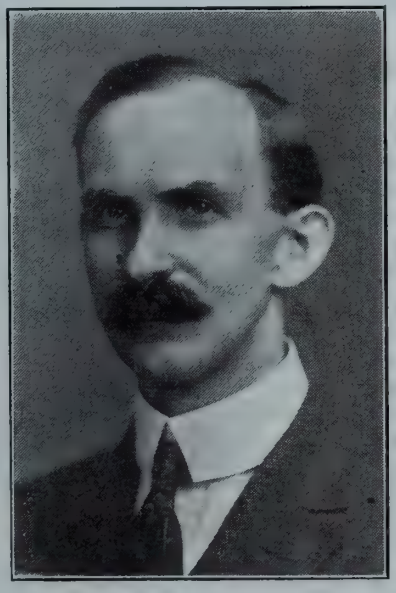
Written for Hardware and Metal by Frederick Moore, Vice-President and General Manager Benjamin Moore & Co., Ltd., Toronto.

WHEN Queen Victoria, at the beginning of her reign over the British Empire, made the following statement, "I will be good," she at once assured for herself a successful reign. Our confidence in ourselves with a full knowledge of our ability and the willingness to commit ourselves to a great task assures us of a measure of success. If ever there was a time in the history of Canada when optimism should be the watchword it is today, yet being optimistic without some definite reason is worse than being pessimistic. While it is true that the money in the Savings Banks and Trust Companies has been somewhat reduced in the last few months, there are still very large sums in the Savings Departments of Banks and Trust Companies. It is also true that there is a good deal of unemployment, particularly in large centres, yet taking it on the whole, conditions in this country are good, therefore there are some grounds for being optimistic but definite action is necessary to bring about the desired result. The good Queen stated that she was going to be good and immediately she set to work to perform good deeds. When we in our optimistic moods make the statement that business is going to be good, it is necessary that we begin to do business. Some of us sit down in our office or in our store and say, "I wish people would limber up and spend some money." A little later a salesman comes along and he says to this individual, "You need a new suit of clothes," or "You need a new automobile," or "You need a new piano," or "Your house needs painting." You sit back and say, "Yes, that is all very true but I do not think it is wise to spend the money at this time. We do not know what is ahead of us." You can see immediately that your optimism is no good because you are not acting the way you would wish others to act.

Do As You Would Have Others Do

Therefore, if business is going to be good the manufacturer and the merchant have to begin to do business. If the manufacturer is contemplating building, let him build, now is the best time to do it. If the merchant is contemplating extending his premises and business, let him do so, now is the time. That is the particular part that we as individuals must play in order to bring about the result we are looking for. When we begin to loosen up ourselves we immediately create a new atmosphere and we try by every means available to interest somebody else in spending money—whether it is necessary repairs or in new buildings, or in new decoration to improve the appearance of your property or your personal appearance. In other words, you say to yourself, "Well, I have spent my money and I am going to see the other fellow does the same thing." Naturally this necessitates your having a stock of goods on hand.

A salesman walks into your store and says, "Good morning, Mr. Jones," and after passing the usual remarks on the result of the election and the weather, he starts talking business. The merchant says, "Well, I do not think I will place my orders just now. Things do not look very good." The salesman says, "But your stock is very low and how can you do business if you do not have a reasonable stock?" and he says, "I know I have not got a good stock but there is not much encouragement for buying a large stock. We do not know what is going to happen and if the business comes in the Spring we can get our orders filled quickly." So after arguments advanced and refuted between the salesman and the merchant the salesman finally goes away with a chicken feed order or perhaps no order at all. He writes to the manufacturer stating the actual condition of things, and the manufacturer says, "We better curtail manufacture until we see how things are opening up, and that means we will have to lay off some men." Immediately you see streaks of blue all across the sky and ruin is inevitable. Many are feeling like this to-day and without fear of contradiction I claim that it is the wrong idea and the wrong principle.



FREDERICK MOORE
Vice-President and General Manager, Benjamin Moore & Co., Ltd., West Toronto, Ont., who in this article deals in an interesting manner with certain phases of the business situation.

The Optimist

Contrast this with an optimistic kind of fellow who believes that things are going to be good and he is going to do his part to make them good. A salesman comes in and says, "How do you do?" "Fine!" After the usual compliments are passed and the weather and result of the election are taken care of, the salesman

gets his order book out and says, "Now et's go through your stock," and the nerchant says, "All right! There is a certain amount of gloom over the country to-day and it is difficult to tell just what is going to take place, but I believe that things are going to be good and I am re-arranging my store and enarging it for greater business. I am going to buy my goods with confidence that I can sell them. I know that when I get them in stock and get them on my shelves they are going to move."

The very fact that this merchant believes that and works towards that end creates an atmosphere that demands attention, and the average man on the street appreciates it and is drawn into it, and as this optimistic merchant touches one man and another there is a willingness to loosen up and do something for the good of the country. The salesman brings back a big order, heartening the manufacturer, who hires more help and goes full steam ahead. The result of employing more men means that more money is going to be spent, and so it goes on from one to another until everybody begins to feel the pulse of business beating faster. That salesman goes out to inspire the next man he meets with the enthusiasm of confidence and better business; the merchant warms up his next door neighbor, perhaps in some other line of business; the manufacturer tells his brother manu-

(Continued on page 44)

Sheet Outlook for First Quarter 1922

"At the present time the production of sheets, black and galvanized, is at a low ebb, not only in Canada but in the United States as well. The practice generally, even in the busiest season, is to discontinue operations during the holidays and for inventory and repair purposes," said A. T. Enlow, President Dominion Sheet Metal Corporation, Hamilton, Ont., to Hardware and Metal.

"Sheets have a habit for coming back strongly and sometimes unexpectedly, but they will naturally have only a corresponding degree of activity in relation to the general prosperity in other lines of business and particularly manufacturing.

"The United States mills stabilized prices in the early fall and did quite a large volume of business and at prices which were an advance over those previously ruling, the same tendency being observed in Canada.

"There has been a reduction in freight rates in Canada but none in United States applying to general commodities and a very vigorous effort is being made in the line of a freight rate reduction there which, if successful, will mean somewhat reduced prices on all iron and steel products.

"The steel industry, which at first was somewhat slow in deflating, has in the end deflated to a very marked extent, second only to that of farm products, and has now reached the stage where any further reduction in prices must be based upon reduction in freight rates.

"Stocks, both galvanized and black sheets, throughout Canada are quite low and it is presumed that buyers will continue the same policy until a definite trend occurs in the market and this will probably develop in the first few weeks of the New Year and until that time 'easy is the word'.

"It will be well to bear in mind, however, that any changes which may occur in prices, either up or down, will be relatively small as compared with the fluctuation during the past two or three years."

"Price Cutting does not Increase Trade"

Sound Foundation Now Being Laid for 1922 Business—Export Trade Connections Improving—New Year Should See Big Readjustment in Many Important Factors—Hardware Retailers Pass On Price Reductions Quicker Than Many Other Trades

"ALL we in Canada now require is confidence in our country and in our manufacturers and trade will certainly improve from now on. It is essential that every merchant realize the necessity of preparing for an improvement," said H. G. Wright, President E. T. Wright Co., Limited, hardware manufacturers, Hamilton, Ont. to Hardware and Metal.

"Stocks are low both in this country and in the United States. Manufacturers are not piling up any great surpluses and unless merchants anticipate their future wants they are going to find a shortage of the goods they require.

"In the past few months there has been some improvement in business conditions. However, the general market is still somewhat spotty, which naturally tends to cause conservatism in buying on the part of the general public.

Sound Foundation Laid

"Nevertheless, a glance at fundamental economic conditions reveals that a sound foundation has been laid. Investment funds for legitimate enterprises are plentiful, and reduction in money rates is discernible. With the advent of the New Year greater progress will have been made toward readjustment of freight rates and other fundamental factors. These favorable factors are creating greater confidence, and plans are being laid for a considerable forward movement early in 1922.

"We also find that Export Trade is improving. We have had very favorable reports from Australia and New Zealand. Money rates are being reduced, the banks are loosening up on credits, and the merchants are preparing to buy more freely in these countries. They have given Canada quite a preference for the foreign trade, and we anticipate a good business from these countries, as well as a great improvement in our domestic market which after all, is our best market.

"We believe that if everyone would endeavor to create confidence in business, it would go a long way toward improving conditions in the near future. We have great fields before us, but must look after the trade closely."

Cutting Prices Doesn't Increase Business

Discussing the business situation with Adam Taylor, sec-treas., Taylor-Forbes Co., Ltd., Guelph, Ont., it was stated to Hardware and Metal that the great problem we have before us at the moment is to get orders as cutting prices does not seem to increase them.

"We have been reducing prices ever since January, 1921, and all lines are down to rock bottom, based on cost of labor and raw material, and some lines are selling at actual cost and below to enable us to meet American competition," said Mr. Taylor.

"Freight rates are high, of course, and it will help some when they are reduced, particularly on heavy material such as pig iron. The freight on a box of hardware distributed over all items does not amount to much.

"We don't know what effect a lower exchange will have. We will be able

to report after such an event happens. We would be only guessing to predict.

"One thing we know is that stocks of general lines are very low. We receive rush orders and the jobber expects us to ship the same day—a thing that is almost impossible where so many lines are manufactured, and to order only.

"Concerning the retailers there are a lot of them that are selling at replacement values and at near cost, but there are a whole lot of them that are not distributing the cuts given by the manufacturer to the jobber and the jobber to the retailer and the retailer to the consumer.

"We are glad to have noted the hardware retailers have distributed lower prices to a greater extent than any other line of the retail trade that we have come in contact with."

Trade Revival Expected

A Montreal hardware merchant, who from publication, in discussing the business outlook for 1922 states that conditions are still unsettled and that any surmise as to the future must be more or less guess work.

"There has been a considerable reduction in prices of all lines both in heavy and shelf hardware but there is still a considerable distance to go before pre-war levels are reached and there is no doubt whatever, that many lines of hardware are still too high in price," he said.

"We fully expect that after the first two months of the new year, there will be a considerable revival in trade. Stocks throughout the country are unusually low, both wholesale and retail, and as soon as buying shows any signs of revival, there will no doubt be some temporary appreciation in values, but this condition can only be temporary as the general trend must be downward until prices become more normal.

"However, in our opinion, any further declines will be very gradual and will not seriously interfere with business conditions."

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TOOLS FOR PRESENTS SEEM TO BE POPULAR

"Never in the history of the store have we sold so many tools for Christmas presents as we have done this season," said the manager of a Toronto store selling planes and saws, chisels, hammers and other tools.

He would not venture an opinion as to whether the unprecedented rush for gifts of this practical nature had been caused by the high price of building labor, which forces many a householder to do much of the necessary "fixing" round the home with his own hands, or whether it was caused by the greater interest being displayed in handicrafts and technical work.

Clearing out Odd Lines at Inventory Time

Just prior to inventory time every merchant is anxious to move out as large a volume of goods as possible in order to curtail the size of stocks on hand. This plan can also be carried out immediately after the inventory with good results. The annual stock-taking will reveal odds and ends of previous stocks, some of them bought at high prices, which should be put on the bargain counter and moved out as quickly as possible. Everyone is looking for bargains these days and such stocks if attractively arranged and priced should move readily. Note the splendid display features of this store which can be used to advantage for the purpose outlined. Pyramid tables and various types of stands are grouped in the centre where the goods may be handled with ease by customers. Tools and other small lines are also easily accessible on the side counters and prices are plainly shown on all items.

Hardware Merchants Discuss Inventory

Constructive Suggestions Forthcoming From Certain Hardware Merchants to Enable 1922 to be Entered With a Clean Sheet—Pricing Stock On Replacement Values — Reduction This Year Will Lighten the Load For Next Year

THE question of the annual inventory is now uppermost in the minds of most merchants. With the close of the holiday season, attention is directed to business for the ensuing year, and before this can be entered into, the financial standing must be ascertained, found only by the usual period of stock-taking. An effort has been put forth in the past year to reduce stocks to a minimum. It was essential that this be done because of a declining market, and the necessity for preparing for just such a time as will be felt in the opening weeks of the new year. The results obtained in this connection no doubt vary, but it is generally conceded that stocks are reasonably low in practically all cases throughout the country. For this reason, the problem of dealing with inventory this year will not be as great as otherwise. However, there is the question of taking a loss that must be overcome. Just how much must be taken, and can be taken, is the question in a few words.

Entering 1922 With a Clean Sheet

During the past week HARDWARE AND METAL has had the opportunity of learning just what methods will be adopted by a number of retail stores. Some propose taking present day values, or those existing the week of stock-taking, as a basis for all commodities and in so doing 1922 will be entered with a "clean sheet". Speaking of this method, the manager of one of Montreal's largest retail hardware stores stated that in the past twelve months they had closely followed the markets, and had put into effect each and every decline as it was announced by the manufacturers. The inventory taken the first week of January would take into consideration any changes up until that time, and would go no further. Already advices had been received from different manufacturers of a price reduction that would be announced immediately after the turn of the year, and these also would be taken into consideration. To work on an exact date they would use the 10th of the month as the closing day on which to establish existing values.

Replacement costs in the period of the rising market were always taken advantage of, goods on the shelf being immediately marked on the higher basis. By so doing they were now able to follow the reversed trend, and although at times, when stocks of some particular lines were heavy when a revision was announced, it seemed hard to undergo the loss, it was better to forget, and realize that ultimately the gain would be felt. In following this method they could show, without the necessity of inventory figures, that they had made money in the past year.

It was his opinion that most retail merchants could establish present replacement costs in their inventory this season. Whether large or small, the principle was the same, and a stock of $5,000 would show losses in proportion. He was convinced that many merchants believed they could not stand the depreciation, and were upholding values to the last possible moment. In this they were fooling themselves in three ways; first, because they were paying the goverment for paper profits which did not exist; second, they were paying insurance on stock values that was not on the shelves, and the insurance adjusters would soon check this in case of fire; lastly they were losing sales because their competitor is quoting lower prices.

Market For Builders' Supplies Chiefly Watched

A view point rather contradictory to the above, was expressed by another merchant who stated that the average retailer could not afford to use present-day costs in all lines at this inventory period. As far as they were concerned, there were many of the smaller lines of shelf hardware that would be taken at marked values. Other lines of heavier goods, such as nails and other builders' supplies, quoted with a trade discount, would have to be written off at today's replacement figures. Paints and varnishes would also come under this class.

Losses, by the average retailer, he said, must be taken gradual, otherwise the results would be drastic. All during the time of declining values in the past year or so, the selling prices with reasonable profits added to costs, were changed at time of new purchase. The method of buying, during this time, was such that the consumer reaped the benefit within reasonable time of the adjustment, therefore they were not accused of upholding prices. Stock-taking figures would not in many instances show exact replacement costs this year, but the necessary changes would be made in the new year as soon as new goods were bought.

Take as Much Loss as Possible

Most merchants seem to be guided by "we will take as much of the losses as we can possibly stand." When one merchant made this statement and was asked just what he meant, he drew attention to lock sets. These had been bought, not so long ago, at $17.00 per dozen, while today they could be replaced for $6.00. This store enjoys a good trade in builders' hardware and lock sets are bought in far more than dozen lots, thus the question was asked: "Can we reasonably place these on our inventory sheets at $6.00 per dozen?"

Instances of such marked reduction in prices are not common among hardware commmodities. The trend of the markets in general has been gradual during

(Continued on page 31)

Strong Price Arguments in January 7th Issue

After a great deal of research a number of very interesting and helpful articles have been prepared to appear in the January 7 issue of Hardware and Metal. These will show by means of charts and descriptive matter how hardware prices have fluctuated since the pre-war period and just how much deflation has taken place in this industry. The movements of basic materials will also be shown, and hardware price movements will be compared with those of farm produce. This latter chart will give rural hardware merchants some excellent arguments with which to offset the usual complaint of farmers that hardware prices have not declined sufficiently compared with their reduced earnings.

Price is such an important factor in present day merchandising that every merchant should thoroughly understand the relation of prices on his lines with general conditions. You will find this in concise form in the January 7 issue. Watch for it.

INVENTORY

Store ..... Date ..... Page No.....

Priced by..... Extended by..... Examined by ..... Called by.....

Stock Location, Section..... Sheet No..... Entered by.....

Q'TY	ONLY DOZEN GROSS	DESCRIPTION	NO OR SIZE	STORE SELL	BOOK SELL	COST	ONLY DOZ. GRO.	EXTENSION	CK.

Head of inventory sheet used by Mills Hardware Co., Ltd., Hamilton, Ont., which is used by this firm with good results in the annual stock-taking

How to Price the Current Inventory

Turnover is The Key to Success—Everything That Increased in Price Must Return Over The Same Course, And Merchant Who Hesitates to Make Readjustment is Lost—Stock Returned to Regular Boxes After Christmas Trade

Written for Hardware and Metal by NELSON MILLS, Vice-President Mills Hardware Co., Ltd., Hamilton, Ont., and President Ontario Retail Hardware Association.

DURING the past five years retail hardware men have been puzzled as to the most correct method to taking off inventory. It has been difficult in the past to get a correct inventory because prices were changing so often, but it was generally conceded that inventories were priced at the cost to purchase level. Up to 1920 prices were on the advance but this year we find a change with prices on the decline. This situation should not change your course. It is just as essential that you follow the new purchase level and get back to solid rock as soon as possible.

The key to success is Turnover. Turnover is the one cure for all your ills. It spells profit instead of loss. Turnover will get you back home without a loss. Turnover is like a huge crane. It has two wings. One is purchase power, the other selling power, and when you get these wings into action, sailing is easy.

If you have a high priced stock on hand, take your medicine now and you will feel better later. You will find also that your high priced article will sell out at lower levels, a marketable value so to speak. We must all readjust. Every material thing that went up must come down, so, he who hesitates is lost.

Now to get back to my subject. You will find herein a printed copy of our own inventory sheet. The rulings and headings cover everything we require. It has been changed each year until now we seem to have reached an easy working form. We have discovered that our large retail stock can be counted and put on paper in ten days' time.

Immediately after Xmas we set to work by breaking up all counter and table displays and placing the merchandise back in their regular stock boxes. This method eliminates writing the articles twice or three times as the case may be. It is good housekeeping also. This work is done at leisure between Xmas and the New Year. On January 2nd. we start in earnest. The method used is to count all articles by day and list them by night, working each evening until 10 p. m. As the stock is placed on paper, the forms go to the pricer and from there to extension and addition clerks. This course, with our large number of sheets, takes another ten days, the final total being reached around the 20th of January. You will notice by this method that we operate a price-book instead of costing each article. You will also notice on the form that we have a column for store sell and book sell which needs explanation.

Store sell is the selling price on the article and book sell is the price book price which is costed and priced each week up to the market. This method has to be used to take care of factory trade. Our usual system is to issue a change sheet for new prices which goes to the retail stock, then when inventory is listed, we immediately compare these two columns to see that the retail prices compare exactly with the price-book, which is, at all times, up-to-date. We make a total of each sheet separately and a recapitulation to get our final total. The sheets are filed in a binder and placed in the vault for reference at all times.

A NEW YEAR'S MESSAGE FROM O. R. H. A. PRESIDENT

"It is pleasing in these driving days to pause; to forget the exactions of business; to remember that in the relations of men there is the personal side. Responding to the psychology of this atmosphere, may I extend to our Association members and non-members in this fair Dominion of ours, the Compliments of the Season? It is my further hope that your successes in 1922 may prove to be all that you would have them, and if in any exigencies of the New Year you feel that our counsel or personal services may specially meet your needs, we shall count it a privilege to be permitted to help. Wishing all a happy, peaceful and prosperous New Year."

HARDWARE MERCHANTS DISCUSS

(Continued from Page 30)

the period of deflation. However, there are cases, such as above, where the merchant will be forced to hit a "happy medium".

The retail merchant would appear, then, to have a problem at his inventory period this year that must be dealt with individually. Some dealers it is evident, can stand to take more of their losses at this time than others, but for their own benefit it is suggested that they write off as much as possible at the close of this year, thus enabling them to establish themselves on as firm a footing as possible for 1922. The new year will still hold a declining market, we are not yet to the bottom in some hardware lines, so that doing the utmost this season will lighten the load for the same period in the ensuing year.

Imports of electrical equipment into Canada from the United States in the month of October were as follows:

Batteries $48,884; carbons $23,578; heating and cooking apparatus $27,591; interior wiring supplies (including fixtures) $44,718; meters and measuring instruments $21,718; motors $76,602; switches and other accessories $57,307; telephones $23,972; miscellaneous imports of electrical goods amounted to approximately a quarter million dollars' worth.

Hardware and Metal

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The Only Weekly Hardware Paper in Canada

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TORONTO, SATURDAY, DECEMBER 31, 1921

THIS IS the fifty-third issue of Hardware and Metal issued during the year 1921. Only the fact that the first day and the last day of this year fall upon a Saturday has made it possible to provide Hardware and Metal readers with the unusual opportunity of receiving fifty-three issues during one year.

Co-operative Retailing

IN MAKING his annual report to shareholders, H. B. Clemes, general manager of the United Farmers' Co-Operative Co. of Ontario, states that it was perhaps an ill advised venture to go into the general store business. The trading loss during the year on the retail stores amounts to $131,000. This official has had some experience with the difficulties of retailers and so he speaks with authority. It should be realized that if any co-operative business is to make a success the same sound business principles must be maintained that are used by successful individuals and joint stock companies. It is impossible to sell goods below cost and make a profit. Competition forces retail prices to a sane level and there is little room for any retail organization which attempts to get business on any other basis.

The Price Argument

WHILE PRICE is generally looked upon as an important factor in present day merchandising, there are some authorities who contend that price should be mentioned last and least in order that the sale of goods shall be on such a basis that there will be a reasonable profit. Recent developments have been of a very indefinite nature in this regard, some retailers holding up price recessions made by other branches of the trade while others are cutting prices to the lowest possible level in an endeavor to stimulate turnover. From the standpoint of economics it is evident that neither course is likely to be very much help in effecting a rapid readjustment of conditions. The first course shakes confidence among buyers and tends to increase the determination to hold off buying of everything, including many necessities. The latter course reminds one of the short-sighted merchant who thought he was doing a big business by constantly keeping his store filled with customers, but who was selling at such a narrow margin that when he came to figure up overhead expenses he found he had been selling at a loss, to say nothing of his waste of energy and time.

Retail experience proves that it is not mere cheapness that builds up any business, in fact with the recent declining market in evidence it has been shown that cutting prices does not necessarily increase trade. Is it not true that the largest shop in every town frequently has a reputation for being slightly dear?

As a general thing it is best to build up business on the basis of the desirability of the goods rather than low price, and every retail hardware merchant should keep this fact in mind in times like the present when the temptation is to offer goods at prices very close to the cost in order to try to stimulate turnover. There should be no slackening off in selling effort but it should be applied to the other phases of the question and not concentrated on price.

Better Tone In Steel

AS THE YEAR draws to a close activity in the iron and steel industry, with one or two exceptions, is being somewhat curtailed, though the outlook for business early in 1922 is said to be good. In the last few days there has been improved activity in pig iron though prices have not been held in such trading and an average of prices shows the lowest quotations experienced since early in 1916 on iron and steel. Operations of the largest U. S. producer in November were up to 52 per cent. capacity, the highest point attained since production turned upward last summer. Incoming business amounted to double the tonnage in November compared with that of October. A review of unfilled tonnage of this producer, which may be taken as fairly accurate indication of the trend of events in the industry, shows that the peak was reached in April, 1917, from which there was a steady decline until May, 1919, when bookings increased, ultimately advancing until in July, 1920, they nearly again reached the peak. Another decline set in which continued until September last, since when considerable increased tonnages are reported.

Outlook For 1922

THE YEAR which is now coming to a close will be one long remembered for the nature of the problems which it presented for the solution of retailers and other business men. These problems have been somewhat unique in many ways and while periods of depression have been passed through on previous occasions by many business men, the problems of the readjustment period were perhaps more acute than those previously experienced, this being due to a combination of circumstances which it was difficult to smooth out due to the general chaotic conditions prevailing throughout the world as a direct result of the great war.

No one will deny that considerable progress has been made in readjustment during 1921 and that there is now a better foundation for progress during the next year than was the case at this time last year. Hardware has declined approximately twenty-five per cent. during the year while some basic materials such as iron and steel have declined about thirty per cent. In most cases these declines have been passed on by retailers in the interests of a larger turnover. The result is that hardware merchants have suffered less from the readjustment than have many other branches of trade.

Stocks in the hands of manufacturers, wholesalers and retailers are now comparatively light. This is as it should be now that the Christmas trade is over and the annual inventory is about to be taken. The latter records should this year give some very helpful data on which the merchant can work during 1922. He will know what lines are moving best and which are the "dead ones," and can guide his buying more intelligently next year as a result. It is probable that declines will continue to be made on some hardware during 1922 and some increases are not unexpected.

News of Western Canada

B.C. Trade Expect Lower Tinplate Prices

Lower Shipping Rates by Water of British Tinplate Will Bring Lower Prices—Some Hardware Stocks Marked Down After Holiday Trade

VANCOUVER, B. C. — Christmas trade for 1921 is a thing of the past as far as wholesale hardware distributors in Vancouver and Victoria are concerned. The volume moved has not been up to the sales of last year though the dealers are not complaining. Varied opinions are given as to the condition of collections. As a general rule, it is believed they are reasonably satisfactory.

During the early fall months orders from the Okanagan were coming in in good volume as it was seen that a tremendous crop would be harvested without serious damage from frost or wind and the crop was being moved with greater speed than ever before. Now, however, the returns are coming in from apples shipped to the Chicago and New York markets. Farmers are very disappointed. The upshot of all this is that while buying has been fairly good, the prospect for extensions and consequent demand upon the hardware houses in the early spring is none too bright.

Travelers from the northen part of the province, in for the holidays and stock-taking say that while their business is fair at present, there are decided evidences of an improvement in the early months of the year.

During the last couple of days of last week and the first of this the coast was visited by a cold snap, the thermometer going to the lowest point on record, 11 degrees above zero, for a December. It had the effect of creating a temporary demand for both electric and iron heaters. Now the weather has moderated and the demand has likewise fallen off.

In the last couple of weeks attention was drawn to the plan of a number of large retailers in offering merchandise with ranges. This week, to stimulate trade, another dealer is offering "a fine big turkey" with every sale of a range, the price of which is not named.

The same firm announces the receipt of a large shipment of toys from an eastern Canadian manufacturer, the lot having been received too late for the regular trade. As these lines are of little use after the holiday and as they involve the tying up of a large amount of capital, they were bought at a sacrifice and are now on sale at wholesale prices or less.

The decision of the court relieving officials of the Britannia Mining and Smelting Co. from responsibility in connection with the Britannia Beach disaster of Oct. 29 has been received with gratification by the wholesale trade as it is believed that the building programme will now be proceeded with.

Rumors are abroad here that lower adjustments on tinplate and manufactures thereof and other lines produced in Britain will be announced shortly after the New Year. Tinplate has heretofore been imported from Pittsburg on a freight all rail rate of $31.70 per ton. The new water rate from the Old Country is $10 per ton and it is on this account, coupled with the saving on American exchange that will permit a reduction. To meet the water competition a rail rate of $20 has been announced but this will still keep the American product out of this market, it is stated.

WESTERN CANADA NOTES

Vancouver, B.C.—At the regular meeting of the Electric Club this week, the main address was delivered by Prof. Mack Eastman of the University of B. C. who spoke on the subject "Electricity and Politics." He showed how electric cables, wireless telephony and other developments of modern science had brought the nations together—and kept them apart. The wonderful power of electricity would be a real factor, he said, in the world's progress and happiness. Edward Walker of the B. C. Electric acted as chairman.

Winnipeg—H. J. Birch of McGregor Birch Co., retail hardware merchants Provost, Alberta, is on a business trip to Winnipeg. Mr. Birch formerly represented Wood-Vallance Co. Ltd., traveling out of Yorkton, Sask., and for the past 3 years has been connected with the hardware firm mentioned above. Mr. Birch, in an interview with Hardware & Metal stated that business was good during 1921 and they are looking forward to an even better business for the coming year. He states that he has over 50% of outstanding debts collected.

Roblin, Man.—Messrs. Swain & Roe have opened a new hardware store here.

Winnipeg—The annual convention of Wood-Vallance Ltd., Winnipeg, will start January 5, 1922.

Winnipeg—Frank J. O'Neill, representing Wood-Vallance Ltd., in the Dauphin district is spending Christmas holidays at Arnprior, Ont.

Winnipeg—S. H. Whyte Mfg. Co. senting Wood-Vallance Ltd., in the Brandon district is spending Christmas holidays at Edmonton, Alberta.

Winnipeg—S. H. Whyte, Mfg. Co. Ltd., hardware brokers, Winnipeg, have been appointed representatives for Western Canada for the Quality Tool Works of Montreal, manufacturers of screw drivers, chisels, punches, nail sets, small tools, etc.

Winnipeg—F. B. Stott, salesman for Wood-Vallance Ltd., Winnipeg, was married to Miss Alice Parker at the Central Congregational Church, Winnipeg, on December 14. Mr. and Mrs. Stott left for Toronto and other Eastern points and on their return will reside in Winnipeg.

Vancouver, B. C.—Wilkie G. Fowler, manager of the Pacific Division of the Gutta Percha Rubber Ltd., on his return this week from attending a meeting in Toronto of all the division managers said that a great load seemed to have been lifted from the minds of business men with the settlement of the Irish question. Mr. Fowler indicated that this ,with the satisfactory progress of the disarmament conference at Washington had had a favorable effect upon business in general. On the question of unemployment he expressed the opinion that in the east those out of work were slowly being absorbed into business and that the situation was becoming less acute.

He did not believe the business depression on he coast had ever been as bad as in the east. He anticipates a decided improvement within a very short time.

INVOICE FEES WOULD EMBARRASS FRENCH TRADE

The proposal made by the Department of Trade and Commerce, to collect invoice fees on imports from countries outside the British Empire as a means of raising revenue, wou'd prejudice Franco-Canadian trade according to a representative Canadian firm in London, England.

Events in the Trade

OBITUARY

The death occurred in Montreal of William Cox, superintendent of the varnish making department, R. C. Jamieson & Co., Ltd., after fifty years' service.

John J. Cunningham, President and General Manager of the Western Foundry Co., of Wingham, Ont., died suddenly at the residence of his sister, in Toronto. The deceased had been prominent in the manufacture of stoves for a number of years.

PERSONAL

Ray Richardson of Toronto is spending a week at his home in Essex, Ont.

Edward Goodwill, vice-president of Thos. Davidson Mfg. Co., Ltd., attended the funeral of John McClary in London, Ontario, this week.

Alex. H. Purdom of the Purdom Hardware Co., London, Ont., is leaving shortly for Denver and intends returning to Chicago in the spring to engage in manufacturing.

Keith Dodds, Watford, Ont., who is leaving shortly for California, was presented with a handsome set of cuff links at a farewell gathering held at the house of P. J. Dodds.

Lt.-Col. Robt. Starke, president Starke-Seybold, Limited, was elected president of the Metal and Hardware Association of the Montreal Board of Trade for the ensuing year.

In the nominations at Glencoe, Ont., this week, A. J. Wright was re-elected by acclamation as a member of the Hydro Commission. At Strathroy, Ont., W. H. Cuddy was nominated for councillor.

Vincent Massey has been elected president of Massey-Harris Co., Ltd., Toronto, succeeding the late Thos. Findley. Jos. N. Shenstone, vice-president, was elected chairman of the Board of Directors.

F. R. Whittall, managing director the A. R. Whittall Can Co., recently elected president of the Export Club of Montreal and district, is attending a meeting of the executive council of the Canadian Manufacturers' Association at their head offices in Toronto this week.

INCORPORATION

Beeby Range Co., Ltd., has been incorporated in Canada with capital of $500,000 and head office in Brockville, Ont., to manufacture and deal in stoves, furnaces and all kinds of heating apparatus. The incorporators are headed by J. H. Beeby, stove manufacturer.

DATE SET FOR KITCHENER ELECTRICAL SHOW

Kitchener, Ont.—The date for the Twin City Electrical Exhibition has been set for the week of May 1 to 6 inclusive. The manager and promoter states that already the idea has taken root among electrical interests of Canada and the United States and much space is said to have already been arranged for.

DOUBLES CAPACITY

Galt, Ont.—The Osborne Hardware on Ainslie street has completed alterations by which the capacity of the store has been doubled by adding the adjoining premises. The Osborne Hardware Store was established two years ago and it was in order to meet the demands of increasing trade that the enlargement was decided upon. The store is now a commodious and well appointed place of business and the stock can be displayed to better advantage than in the former quarters.

C. W. COLLINS

Who, as announced in last week's issue of Hardware and Metal, becomes president and general manager of Collins Never-Fail Products, Ltd., Hamilton, Ont., being an amalgamation of the Collins Mfg. Co., Toronto, and Never-Fail Products, Ltd., Hamilton.

HARDWARE FIRMS AT ST. CATHARINES EXHIBITION

St. Catharines, Ont.—Great interest was displayed in a recent demonstration arranged in this city in the interests of St. Catharines industries. A comprehensive display of products, made locally, caused considerable surprise among visitors and local citizens. Special demonstrations such as cooking were arranged to show the value of certain products. Among the hardware firms represented were, Warren Axe and Tool Co., McKinnon Industries, Ltd., T. F. Shurley, Ltd., Canadian Yale & Towne, Ltd., The Welland Vale Mfg. Co., Fuller Brush Co.

REGISTRATION OF MANUFACTURERS' LIENS

The Public Service Commission of Ontario is considering the advisability of recommending to the Government that it should be made compulsory for manufacturers to register lien notes taken for the purchase price of goods. This would mean among other things that no unregistered lien notes would be good against third parties. It would also mean, of course, that the expense of the registration and of the organization necessary to carry it out would be thrown upon manufacturers. It has also been proposed that in the case of goods against which there are liens the sheriffs should be empowered to sell the goods subject to such liens.

HOLD ANNUAL "AT HOME"

Quebec. — The annual "At Home" of the staff and employees of the Mechanics Supply Co., Limited took place this week at the office of the President, W. H. Wiggs, at five o'clock.

Following the refreshments a presentation of a gold watch, suitably inscribed, was made by the president on behalf of the Directors and Staff, to Walter R. Wilkinson, secretary of the company, with an accompanying testimonial bearing record to his twenty-five years faithful service and the high esteem in which he is held.

Another employee, Omer Carrier, was then presented with a handsome testimonial and gift by Capt. C. W. Wiggs in which reference was made to his long service of over thirty years with the company.

G. H. Simpson, Vice-President of the Company, then presented John Benson who has also been with the firm for over a quarter of a century with a suitable recognition of the same.

WESTERN ONTARIO NEWS

Work is in progress on a new store at Tecumseh, Ont., for Omer Trepanier, hardware merchant.

Thomas Bryan, founder of the Bryan Brush Mfg. Co., who died at London, Ont., recently left an estate valued at $70,000.

A good deal of interest is being taken at London, Ont., in the hardware trade in connection with rumors that Col. Thomas S Hobbs of the Hobbs Hardware Co. may be appointed to the Senate shortly.

The McClary Mfg. Co. was awarded contract for all combination gas and electric stoves required for the household science department of the new $300,000 collegiate institute at London, Ont.

The business of the Sarnia Paper Box Company, Limited, Sarnia, Ont., is to be moved to London, Ont., shortly. E. E. Hale and C. Richardson will be actively identified with the management.

Ray Waddle, who is opening a hardware store in the Roth Block at Tavistock, Ont., has moved from Woodstock and will be ready for business the first of the year.

Work is proceeding steadily on the improvements W. H. Goodhue is making to his hardware store at Ridgetown, Ont., and when completed Mr. Goodhue plans to have one of the most up-to-date stores in the district.

Thomas Dodds of Watford, Ont., who recently sold his hardware business to W. L. McCrae, of Trowbridge, is leaving shortly for California. Mr Dodds has been a resident of Watford for more than fifty years. At a family reunion held on Saturday, twenty-one relatives assembled and extended every wish for Mr. Dodd's prosperity in California.

ELECTRICAL EXHIBITION FOR KITCHENER

Kitchener, Ont.—An electrical exhibition will be opened in Kitchener at the auditorium on South Queen Street in May and will include exhibitors from every part of the North American continent, according to the announcement made by George O. Philip. The affair will be unique in that it will combine the idea of the power of Niagara Falls as applied to everything in the line of an electric device from the smallest to the largest. Preparations are at present under way on a large scale, headquarters having been secured by Mr. Philip in the Walper Block and other details of the preliminary arrangements for the affair being completed. The endorsation of Sir Adam Beck, who in all probability will open the exhibition, has been secured as well as the endorsation of the local Light Commission, the Waterloo Light Commission and the National Association of Electrical Contractors and Dealers. Other endorsations are being received.

TRAVELERS ASS'N. HOLDS ANNUAL BANQUET

Over 600 members were present at the second annual banquet of the Commercial Travelers Association of Canada, which was held in the King Edward Hotel, Toronto, on Wednesday night. Neither the flow of oratory from the ten speakers on the program, the cuisine, nor the musical part of the program left anything to be desired in the minds of those present.

Telegrams regretting their inability to be present were received by the President from Right Hon. David Lloyd George, Right Hon. A. J. Balfour, Lord Riddell, Sir George Foster, Hon. N. W. Rowell, Hon. W. S Fielding, Hon. E. C. Drury, Baron Shaughnessy, Mayor Coppley of Hamilton, and from Hon. Adam Brown of Hamilton, now in his 95th year, and the senior member of the Travelers' Brotherhood.

There is only one thing in trade and commerce that stands above all others. Honesty is above all," said his Honor, the Lieut-Governor, in a brief address, when replying to the toast "Our Guests."

GEORGE MAY, WORSHIPFUL MASTER TEMPLE LODGE, A. F. & A. M.

George E. May, head of May Brothers Hardware, West Toronto, and Vice-President Ontario Retail Hardware Association, who was installed as Worshipful Master of Temple Lodge A F. & A. M. No. 525, G.R.C., at the installation and investiture ceremonies this week.

COLD WEATHER LINES MOVING RAPIDLY

London, Ont.—The tendency on the part of the buying public to purchase really useful and practicable articles for Christmas has resulted in a splendid holiday business for hardware merchants. There has been a big sale for plated goods. cutlery and various electrical utilities. Great numbers of flashlights have also been disposed of.

The turn to cold weather is welcomed by merchants as it will mean the improvement of seasonable lines. One merchant stated to Hardware and Metal that owing to mild weather conditions last winter he carried over practically his entire stock of skates and winter sporting goods. Already as a result of the cold dip these goods are moving nicely.

Stock taking, retailers state, will find them with the lowest stocks they have ever carried in many lines. Wholesalers are looking for considerable replacement buying. Retailers are unanimously of the opinion that the outlook for business in 1922 is excellent. Those firms handling builders' supplies and hardware are looking for the largest business in these lines they have ever had.

R. M. A. PROGRESSES IN QUEBEC

Montreal—Considerable headway is now being made in the Quebec branch of the Retail Merchants' Association of Canada. Secretary M. Lapointe states the method of sub-dividing the Province into districts has proven a great help in furthering the efforts of the Association, and a rapid gain in membership is now being realized. Only recently the Quebec R. M. A. decided to affiliate with the Dominion organization, thus forming a new branch in the ancient city. Other branches recently formed include Sherbrooke, Three Rivers, Hull and St. Hyacinthe.

Each district looks after its own affairs, reporting through their secretary to the Provincial Board. A further subdivision is often carried out by the forming of a branch in an individual town, which elects its own executive and in turn conveys its reports to their district branch through which it reaches provincial headquarters. While a comparatively new scheme, the provincial executive is well pleased with the progress it is now making.

AUTO ACCESSORY TRADE ACTIVE

Ottawa, Ont.—The automobile, tire and accessory dealers of Ottawa have been following up the Central Canada exhibition with much vigor and with considerable success. Without exception, each of the many exhibitors in the motor show of the Ottawa fair has expressed satisfaction with results obtained through the exposition. Various dealers have reported this past week that they are busy on new business and the whole trade, generally, is far more active than it was during the week preceding the exhibition. This has reflected much increased activity in hardware stores handling automobile parts and accessories.

INCORPORATION

S. U. & W. Electrical Manufacturing Co., Ltd. has been incorporated in Ontario with capital of $40,000 and head office in Hamilton, Ont., to manufacture electrical appliances, accessories, etc.

Weekly Hardware Market Reports

STATEMENTS FROM BUYING CENTRES

Markets at a Glance

SUBSTANTIAL reductions in bright and annealed wire, nails, and similar wire products, supply one of the features in the current hardware markets. Stove pipe wire, bale ties and fence staples are all lower in price. Recessions are also noted on many lines of tools. The Stanley make of levels and planes now have lower prices while Siegley planes record similar declines. Pliers, punches and Schollhorn dividers likewise register lower quotations, with revolving spring punches, both single, four and six tube, now costing less. Through increasing the discount from 25 to 30 per cent., screw hook and strap hinges have easier price levels. Other price recessions appear on the Mrs. Potts' line of japanned iron handles, while slight reductions are also announced on the Pyrex grade of glass ovenware. Quotations have been lowered on some brands of aluminum ware, and the manufacturers of Colt's firearms announce a price decline on their products.

Black and galvanized sheets have slightly easier prices in some quarters, but this change is chiefly among distributors whose quotations were previously on a higher range than the average. There is no change in the basic markets. Solders are maintaining the higher price levels recently recorded, with the undertone in the primary metal markets retaining its firmness in spite of the current quiet period. This recession is looked upon as seasonal. Business in jobbing circles is now quieter owing to the holiday activity being over for this season. A quieter session in trade circles is anticipated until after the completion of the inventory period.

Montreal Markets

MONTREAL, DECEMBER 29.—Price revisions in tools offer the feature in the hardware markets this week. Chief among these is the announcement of a revision in Stanley tools, when many lines, including levels and certain numbers of planes, apart from some of the smaller tools, show a reduction. Siegley planes are reduced throughout. Pliers, punches and dividers of the Schollhorn make are now priced lower, while revolving punches, single, four and six tube, have new lower prices. Through increasing the discount on screw hook and strap hinges from 25 per cent. to 30 per cent. these will now sell for less. Mrs. Pott's regular iron handles are reduced to $16.50 a gross, and sash weights are 50 cents lower on both solids and sectionals. Skate screws are again reduced.

Substantial reductions are also announced on wire, and wire products. Bright and annealed wire, fence staples, wire nails, stove pipe wire and bale ties are all quoted at lower levels.

Cement prices are for the present holding unchanged, but a revision is looked for immediately following the first of the year.

REVOLVING SPRING PUNCHES ARE REDUCED

Montreal.

Revolving spring punches will now sell for less. The new price on the single tube is $8.00 a dozen, four tube $12.00 dozen, and six tube $15.00 per dozen.

THE NEW "YANKEE" PRICES

Montreal

As announced in last week's issue of Hardware and Metal, a revision was recorded in "Yankee" tools. Following are the new prices on spiral screw drivers and automatic drills:

"YANKEE" TOOLS—

Spiral Screw Drivers—No. 30, $38 dozen; No. 31, $51.05; No. 35, $28.25; No. 130, $43.45; No. 131, $58.65.

Automatic Drills—No. 40, $36.95; No. 41, $33; No. 42, $26.05; No. 43, $16.50; No. 44, $39.70.

MRS. POTTS' IRON HANDLES ARE REDUCED

Montreal

New lower prices are announced on Mrs. Potts' regular iron handles, these now being quoted at $16.50 a gross.

LOWER PRICES ON S. & S. HINGES

A reduction of from 6 to 7 per cent. is made in screw, hook and strap hinges. These are now quoted at 30 per cent. off list prices, former discount being 25 per cent.

SASH WEIGHTS 50 CENTS LOWER

Montreal

Local quotations on sash weights, both solid and sectional, are reduced 50 cents per 100 pounds. Solids are now quoted at $3.00, one pound sections, $3.50, and half-pound sections at $4.00 per 100 pounds.

STANLEY TOOLS ARE REVISED

Montreal.

The Stanley Rule & Level Co., announce a revision in the prices of their line of tools. Some lines show a varying reduction, while others are unchanged. Braces are held in price, while a reduction is shown in levels and certain numbers of planes.

LOWER PRICES ANNOUNCED ON FENCE STAPLES

Montreal.

Easier price levels are also given on fence staples this week. A reduction of 45 cents has been announced in quotations on both bright and galvanized, this change bringing prices down to the following levels:

Bright, per 100 lb. kegs, ... $4.40
Galvanized, per 100 lb. kegs, ... $5.40

STOVE PIPE WIRE WILL NOW COST LESS

Montreal

Stove pipe wire prices are also lowered in keeping with the declines recorded in other wire goods. The extent of the decline is 25 cents per 100 lbs. The revised levels are as follows:

No. 18 gauge ..... $8.50 per cwt.
No. 19 gauge, ... $9.00 per cwt.

SUBSTANTIAL REDUCTION IN WIRE BASE QUOTATIONS

Montreal.

One of the feature reductions on the current hardware markets is the drop of fifty cents in the base quotations on bright and annealed wire. This decline brings prices down to the level of $3.80, and affects other wire products generally.

SHEET PRICES REDUCED IN SOME QUARTERS

Montreal

Lower quotations appear on both black and galvanized sheets in some quarters of the local market, although there is really little or no change in the undertone. For some time past it has been necessary to quote prevailing prices with a range, as a variation has existed among the different jobbing houses. Dealers who were previously quoting the higher prices have now announced a slight reduction, but the change is purely local, and other dealers are maintaining their former prices. The demand at present in both black and galvanized sheets is seasonably light, but there is some activity noted in the tin plate, although of a spasmodic nature. Little improvement in general is looked for until after the quiet weeks of next month, although one large local distributor stated that a better buying movement should develop after the inventory period, as undoubtedly stocks in all sections were very low. Following are local nominal quotations:

BLACK SHEETS

10 gauge	4 00	4 50
12 gauge	4 10	4 60
14 gauge	4 40	4 70
16 gauge	4 50	4 80
18-20 gauge	4 55	5 20
22-24 gauge	4 60	5 25
26 gauge	4 65	5 25
28 gauge	4 75	5 35

Sheets 3 in. wide, 20 cents per 100 lbs. extra.

GALVANIZED SHEETS.

U. S. Standard.		
10¾ oz.	6 75	7 60
28 gauge	6 35	7 20
26 gauge	6 05	6 85
22-24 gauge	5 90	6 60
20 gauge	5 75	6 45
18 gauge	5 75	6 35
16 gauge	5 60	6 35
14 gauge	5 45	6 35
12 gauge	5 30	6 35
10 gauge	5 20	6 35

English Standard—	Queen's Head	Fleur-de-lis
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 40	7 10
22 gauge	7 05	6 65
18-20 gauge	6 85	6 60

NOTE.—These prices are full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. Extra for sheets 4 ft. wide, 50 cents per 100 pounds. Extra for sheets 3 ft. wide, 28 ga. and 10¾ oz. 25 cents per 100 lbs.

BRIGHT TIN PLATES

20 x 28 x 100 lb. basis	$17 50
20 x 28 IC, 112s	18 00
20 x 28 IX, 112s	20 00
20 x 28 IXX., 56s	11 25
20 x 28 IXXX., 56s	12 00

TERNE PLATES

20 x 28 IC., 112s	17 50

CANADA PLATES

Dull—	
18 x 24 x 52s	5 60 box
18 x 24 x 60s	6 80 box
18 x 24 x 75s	6 10 box

WELSH CANADA PLATES

Polished—	
18 x 24 x 52s	8 25 box
18x24 x 60s	8 50 box

DECLINE RECORDED IN BASE PRICE ON WIRE NAILS

Montreal.

The base price on wire nails is now reduced to $3.90, compared with the previous quotation of $4.30. This change is effective immediately, and reflects the easier tone recently apparent in wire and wire products generally. The extra for blued and coated nails has also been revised downward, from 50 cents to 35 cents.

REVISED LOWER PRICES NOTED ON BALE TIES

Montreal

Lower prices have been announced this week on bale ties. This revision corresponds with the changes recently effective on other wire products. The extent of the reduction varies with the different gauges, being between 65 and 70 cents.

PLIERS, PUNCHES AND DIVIDERS ARE REDUCED

Montreal

A reduction of approximately 10 per cent. is made in the Schollhorn line of Bernard pliers, punches and dividers.

SKATE SCREWS 42 CENTS PER DOZEN PACKAGES

Montreal.

Skate screws are further reduced this week. Packages containing sufficient screws for one pair of skates will now sell for 42 cents per dozen.

EARLY REVISION EXPECTED IN CEMENT PRICES

Montreal.

For the present, quotations on cement are unchanged, but a revision in the nature of a decline is expected with the opening of the New Year. The extent of the reduction is yet uncertain, but Hardware and Metal is informed that it will be of quite substantial proportion. With the holiday season now at hand business shows a slackening but an increased volume of trade is expected to be shown next month as there is still a fair amount of building under construction requiring supplies.

LEAD PRODUCTS UNCHANGED: MARKET STILL FIRM

Montreal

Following the repeated revision in solder prices, when increases have been recorded in the past three weeks, quotations on all lead products are this week holding unchanged, but firm. Although tin in the primary markets is this week a little easier, other metals retain their former strength, and the tone of the finished products is still one of firmness. Demand is at present light, this said to be the reason for other products, with the exception of solder, holding unchanged. A more active market would undoubtedly have resulted in higher prices being generally named. Prevailing quotations are as follows:

LEAD AND ZINC PRODUCTS

Lead pipe, per 100 lbs.	12 50
Lead waste, per 100 lbs.	13 50

Note—Lead pipe is subject to a discount of 10 per cent.

Lead traps and bends	10% off
Lead wool, lb.	0 13½
Lead sheets, 2½ lbs.	0 10½
Lead sheets, 3 to 3* lbs., sq. ft., lb.	$ 10¼
Do., 4 to 8 lbs., sq. ft.	0 09½

Cut sheets ¼c lb. extra, and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	0 28½
Do., strictly, lb.	0 26½
Do., commercial, lb.	0 23½
Do., wiping, lb.	0 24½
Do., wire, lb.	0 38
Zinc sheets, casks	0 11⅓
Do., broken lots	0 12

RANGE BOILERS NOW VERY QUIE

Montreal

The buying movement in range boile is now of a minor nature, sales bein none too numerous and for small quan ities. This might be expected howeve at this season, and dealers look for quieter period until after the openin weeks of the new year. Notwithstan ing the dullness, the market attracts a tention through the still unsettled situ tion, and the variation in prices amon manufacturers and jobbers. The low list of prices, quoted below, is in effe in most quarters, but certain others sti hold the higher figures, maintaining th standard list has not been change However, competition is met from a sources, and present prices are very nom inal. There is expected to be som action taken early in the new year in th hope of stabilizing the situation, as pres ent figures leave little or no profit fo distributors.

RANGE BOILERS—	Standard.	Ex. Heav
30 gallon	$8 75	$11 25
35 gallon	11 25	13 50
40 gallon	13,50	16 00
52 gallon	20 00	24 50
66 gallon	28 00	34 00
82 gallon	35 00	46 50
100 gallon	45 00	55 00
120 gallon	54 00	63 25

LITTLE INTEREST NOW IN SCRA

Montreal

Waste material markets are generall quiet with the closed winter weathe now well at hand. The better feelin in the market of last month, especiall in non-ferrous metals, is now spent ow ing to the quieter demand. Prices o these scrap metals are however holdin fairly steady for the present, in sym pathy with the ingot markets, but a one dealer stated, prices are not factor that would likely assist towar increased activity at the present tim Iron and steel scrap remain very dul little business showing in these fo some time past. Following are presen nominal quotations:

Automobile tires	....	0 75
Rubber shoes	....	0 03
Yellow brass	....	0 05
Red brass	....	0 09
Light brass	....	0 03½
Scrap zinc	0 03	0 03½
Lead, heavy	....	0 04½
Lead, tea		0 02½
Light copper	....	0 08
Heavy copper	....	0 10½
Wrought iron, R. Rd., No. 1 per gr. ton	....	10 50
Malleable scrap (ton)	....	8 00
Pipe scrap (ton)	....	6 50
Heavy melting steel	7 50	8 00
No. 2 busheling,	....	4 00
Boiler plate	....	8 00
No. 1 machinery cast	....	21 50

SEASONABLE SLACKENING IN IRON AND STEEL DEMANI

Montreal.

With local stocks very low, and th buying movement now showing a sea sonable recession, the local situation o bar iron and steel is practically unchang ed this week. There is still the easie tone in the market owing to the quie demand, and prices are more or les nominal as lower quotations are give in almost all quarters for fair size orders. The position at primary sourc

es is said to be one of waiting. Prevailing levels are generally admitted to be at the bottom, with present replacement costs, and any spurt in demand with the opening of the new year months is expected to bring about a steady to firm market. Following are present local quotations:

Common bar iron, 100 lbs.	2 90
Refined iron	4 40
Irish finish machinery steel	2 95
Mild steel	2 90
Single reeled machinery steel	4 75
Band steel	2 90
Spring steel	4 50
Sleighshoe steel	2 90
Tire steel	3 10
Toe caulk steel	3 80
Harrow tooth steel, per lb.	3 05
Mining tool steel per lb.	0 22
Black Diamond tool and cast steel, per lb.	0 22

NOTE.—Refined iron is approximately $1.50 per 100 pounds over base, but fluctuates owing to unsettled market.

Band steel in scroll bundles, 50c per 100 lbs. extra.

BOILER TUBE MARKET IS QUIET

Montreal.

There is little or no change in the market for boiler tubes, with the demand now receding to the usual quiet period at this season. Little improvement is looked for until after the opening weeks of the new year as these, as other heavier goods, are very inactive around the closing months of the year. Following are local prices on the various sizes:

BOILER TUBES—	Seamless	Lapweld
1 inch	24 70	.....
1¼ inch	24 50	.....
1½ inch	24 00	.....
1¾ inch	26 00	26 00
2 inch	24 50	20 50
2¼ inch	27 75	23 50
2½ inch	32 50	24 50
3 inch	40 00	30 50
3½ inch	52 50	34 75
4 inch	65 00	44 00

DISCOUNTS ON PIPE FITTINGS REMAIN UNCHANGED

Montreal.

Quotations on the various kinds of pipe fittings are held without change. A new list on wrought piping usually announces new quotations on nipples and couplings, but list No. 54 shows both these at unchanged discounts. Following are prevailing prices and discounts;

FITTINGS—	
Cast Iron fittings	25%
Bushings, cast	27½%
Do., malleable	25%
Flanges	37%
Plugs	27½%
Flange unions	22½%
Malleable unions	42½%
Dart unions, black	33%
Do., galvanized	13%
Nipples, ⅛ to 4 in, close and short	50%
Do., long	60%
Do., 4½ to 8 in., close and short	40%
Do., long	50%
Couplings, 4 in. and under	30%
Do., 4 in. and longer	10%

POUND GOODS—	Black.	Galv.
Class A	0 53	0 65
Class B	0 21½	0 28¼
Class C	0 14	0 21½

EASIER TONE IN SOME METALS

Montreal.

The metal markets have been quiet during the past week owing to the holiday season and changes in prices have been few, although lead shows slightly lower quotations and spelter is a little easier. Buyers are generally busy with the inventory period and are not much interested in market prices.

TIN—Tin is holding fairly well in London although future movements are somewhat uncertain at present. The bulls have had their turn for a time and it remains to be seen whether they can force prices still higher. In the meantime the local market is little changed at 39 cents.

COPPER—There is no change in he copper market on this side, and London is also comparatively quiet. The market is steady however, without any great change in quotations. There will probably be a period of quietness for a time. Local quotations are unchanged at 18 cents for electro, 17¾ cents for casting.

LEAD—London has at last commenced to decline in price, but this is not unexpected in view of the high prices prevailing there. This, however, has no effect on local figures as these have been well below the London levels. The local market is slightly easier at 7¼ cents.

SPELTER—There is a slightly easier tone in both the London and East St. Louis markets and in view of the decline in New York exchange, there is also an easier feeling here. Quotations, however, hold at previous quotation of 7½ cents.

ANTIMONY—This metal continues quiet on the local market and the tone is slightly easier with quotations shaded at 6¾ cents for Chinese, and 7¾ cents for high grade English.

ALIUMINUM—Aluminum is still featureless on the market with prices holding at 26 cents.

Toronto Markets

TORONTO, December 29.—Price recessions again feature the current hardware markets. All wire products record substantial reductions, this change affecting bright and annealed wire, fence staples, stove pipe wire, bale ties and wire nails. Many tools of the Stanley make are now recorded with lower quotations, levels and planes being generally revised. The Pott's line of japanned iron handles also register a 20 per cent. decline, while the manufacturers of Colt's firearms also announce a downward revision. Easier prices are recorded on some makes of aluminum kitchen utensils.

A readjustment in the roofing situation is still being looked for, with the soil pipe situation also remaining unchanged. Shading in range boiler prices has now almost become general. Marked activity is noted in the tin plate industry, with the undertone in primary steel centres being one of cheerful sentiment in spite of the current quietness. The existing tone in copper products retains its firmness, although the markets are less active at this season. Solders maintain the recent higher quotations, while business in compression goods is described as quiet. The holiday dullness is evident in both the ingot metal and scrap material markets.

REDUCTION IN BASE PRICE ON WIRE NAILS

Toronto.

A reduction of 35 cents in the base price on wire nails has now been announced. This charge follows on similar reductions which have occurred on primary markets, and reflects the easier tones now generally apparent in wire products. The new lower price is $3.90, compared with the recent quotation of $4.25. The extra for blued and coated nails has been changed from 50 cents to 35 cents. Following is the revised list:

WIRE NAILS—

Standard Steel Wire Nails, f.o.b., London. Hamilton, Milton, Toronto, $3.90 base.

Owen Sound or Collingwood, $3.90 base.

F.o.b., Montreal, $3.90 base.

Freight equalized on above points.

Windsor. Walkerville, Sandwich, f.o.b., factory prices, carload freight allowed, $4.00.

Sault Ste. Marie, Port Arthur. Fort William, $4.15 base, f.o.b., factory; no freight allowance.

REDUCTION IN PRICES ON COLT FIREARMS

Toronto.

A reduction is announced by the Colt Patent Firearms Manufacturing Co., in prices on the various makes of Colt revolvers and guns. The change will be made effective from January 3, 1922. The makers claim that this revision places quotations on these products within reasonable distance of pre-war price levels.

EASIER PRICE LEVELS NOTED ON FENCE STAPLES

Toronto

Fence staples, both bright and galvanized, record a reduction in price this week. The extent of the decline is approximately 45 cents per 100 lbs. The revised quotations follow:

Bright, per 100 lb. kegs $4.40
Galvanized, per 100 lb. kegs.... 5.40

DECLINE IN QUOTATIONS ON STOVE PIPE WIRE

Toronto

Quotations on stove pipe wire have been reduced in keeping with the recessions announced this week in prices on wire products generally. The extent of the decline is 25 cents per 100 lbs. The revisions are as follows:

No. 18-gauge ....$8.50 per cwt.
No. 19-gauge .... 9.00 per cwt.

POTTS' JAPANNED IRON HANDLES AT LOWER PRICES

Toronto.

A reduction of approximately 20 per cent has been announced on the Mrs. Potts' line of japanned iron handles. The revised quotation on these products is $16.50 per dozen.

ANNOUNCE FIFTY-CENT DROP ON WIRE BASE PRICE

Toronto.

A fifty cent decrease in the base price on bright and annealed wire is announced together with the current reduction in quotations on wire products generally. This revision brings the prevailing level down to $3.80, compared with the previous price of $4.30.

MARKED ACTIVITY NOTED IN TIN PLATE INDUSTRY

Toronto.

In spite of the recent quieter tone to the sheet markets locally, the undercurrent in primary circles is one of strong sentiment and cheerful expectancy of improvement during the early months of the year. There has been a recent slackening in demand in the primary centres, but this condition is usual at this season.

Shipments of plates from the Pittsburg mills are stated to be registering a fair proportion, while pronounced activity is shown in the tin plate industry, several of the producers having been running between 90 and 100 per cent. Prices on the local markets are fairly steady at the recently revised quotations, with the variation in market quotations being accentuated by some distributors adhering to the previous levels.

BLUE ANNEALED—		
10 gauge, base	3 75	4 50
12 gauge	3 80	4 55
14 gauge	3 85	4 60
16 gauge	3 90	4 65
BLACK—		
18—20 gauge	4 30	5 05
22—24 gauge	4 35	5 10
26 gauge	4 40	5 15
28 gauge	4 50	5 25

Charge of from 25c per 100 lbs. is made for less than case lots. An extra 10c per 100 lbs. is also charged on sheets 26 in. wide.

GALVANIZED—	Queen's Head	Fleur-de-lis.
28 gauge	8 25	7 75
26 gauge	8 00	7 50
24 gauge	7 60	7 10
22 gauge	7 25	6 75
18 and 20 gauge	7 10	6 60
Premier and Apollo.		
10¾ oz.	6 25	7 00
U. S. 28 base	5 85	6 60
U. S. 26	5 55	6 30
22 and 24	5 40	6 15
18 and 20	5 25	6 00
16	5 10	5 85
12 and 14	4 95	5 70

An extra 40c per 100 lbs. is charged for Keystone and Premier brands copper-bearing sheets.

An extra is now charged on galvanized sheets, 10 3-4 oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds.

PLATES, CANADA—	
Dull 60 sheets	$5 65
Ordinary, 52 sheets	5 60
PLATES, COKE TIN—	
I.C., 20 x 28, 112 shets	13 50
IX, 20 x 28, 112 sheets	16 50
IX. 20 x 28, 56 shets	9 00
PLATES, CHARCOAL TIN—	
1X, 20 x 28, 56 sheets	14 00
1XX, 20 x 28, 56 sheets	16 00
PLATES, TERNE—	
1C, 14 x 20, 112 sheets	12 00

STILL AWAIT REVISION IN ROOFING SITUATION

Toronto

There has been no material change, as yet, in the roofing situation; current prices still awaiting the looked for revision. Some reductions in quotations on these products are generally being anticipated early in the New Year, with one manufacturer already quoting lower prices, and another having virtually promised to follow suit at an early date.

ANNOUNCE PRICE DECLINE ON "MIRRO" ALUMINUM WARE

Toronto

Another reduction of approximately 15 per cent is announced on "Mirro" aluminum kitchen utensils, by the Aluminum Goods Manufacturing Company, of Manitowoc, Wis., U.S.A. This change is stated as affecting the entire line, with some products being reduced to a greater extent than other wares. The average decrease is given above.

BALE TIE PRICES ALSO RECORD DECLINE

Toronto

Lower prices on bale ties have been announced this week, in keeping with the declines given on wire and other fence products. The revised prices are as follows:

BALE TIES—	
13 gauge	$4 90
14 gauge	5 10
15 gauge	5 35
16 gauge	5 75

4 to 6 ft. lengths, 25 cents extra; shorter than 4 ft., 75 cents extra.

F.o.b., Toronto.

PRICES ARE GUARANTEED ON MARBLE'S OUTING EQUIPMENT

Toronto

The Marble Arms & Manufacturing Co., have announced that present list prices and discounts on all Marble goods are guaranteed against decline until December 31, 1922. The only exception to this being No. 10 camp axe, this being formerly listed at $3.00, but which is being reduced to $2.50, effective January 1, 1922.

TONE IN COPPER PRODUCTS RETAINS FIRMNESS

Toronto

The market on copper and brass products is at present quiet, after the price advances recently recorded, but the current inactivity is more or less expected at this season of the year. The undertone of the copper market continues fairly firm, and the trend of raw materials of this nature is being well maintained. Quotations on copper and brass tubing, rods and sheets, remain at the new higher levels as follows:

BRASS—	
Sheets, base, per lb.	$ 0 23
Rods, base, per lb.	0 21
Tubing, base, per lb.	0 25
COPPER—	
Rods, base, per lb.	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 30
Do., plain tinned 16 oz. and heavier, lb.	0 37
Do., polished and tinned 16 oz. and heavier, lb.	0 42
Tubing	0 29

SOME STANLEY TOOLS NOW REGISTER DECREASE

Toronto

A reduction of approximately 10 per cent. has been recorded by the Stanley Rule & Level Co., on some of their lines. This change affects such tools as levels and certain numbers of planes.

FAIR TRADE RECORDED IN PIPE FITTINGS

Toronto.

Developments in the market for pipe fittings indicate that trade is slackening in these products, and a quieter period is anticipated during the next few weeks. Some revival is looked for as regards volume of orders with the turn of the new year, and the conclusion of inventory activities. The present trade, however, is described as fair for this season. Discounts are remaining unchanged at recent revisions. Following is the current list.

PIPE FITTINGS—	Per cent.
Cast iron fittings	25%
Plugs, cast iron	28%
Do., solid	28%
Do., countersunk	28%
Bushings, mall	28%
Bushings cast	28%
Unions ¼ in. to 2 in.	45%
Unions, ⅛ in., 2½ to 4 in.	45%
Flanged Unions	25%
Dart Unions, blk., ⅛ to 2 in.	33½%
Do., ⅛ in., 2½ in. and larger	23%
Do., galv., add to black	30%
Nipples, blk., and galvd. ⅛ to 4 in., close and short	50%
Do., 4½ in. and larger	40%
Do., long, ⅛ in. to 4 in.	60%
Do, 4½ inch and larger	50%
Do., running thread	30%
Couplings, 4 in. and under	30%
Do., 4½ in. and larger	10%

MALLEABLE FITTINGS—	Black	Galvanized
Class A	0 54	0 67
Class B	0 22	0 32
Class C	0 14	0 22

IRON AND STEEL MARKETS AT FAIR LEVELS

Toronto.

Quotations on bar iron and steel are generally being maintained at the nominal lists recently effective. A few minor instances are reported, however, where some slightly easier prices have been given. This condition is stated as applying solely to odd sizes and exceptional circumstances, with no general tendency in this direction. The basic market quotations are also reported to be on fairly firm levels at the present time, with conditions in the industry generally reported as favorable for the current season. The structural and bar iron markets are described as waiting the impetus expected from new business in the early months of the New Year. Tin plate and pipe mills supply the feature spots in current production activity. Following are the average local market prices on bar iron and steel:

IRON AND STEEL—		
Mild Steel bars, base	3 00	3 25
Mild steel bands, 3-16 in. base	3 50	3 75
Bar iron, base	3 00	3 25
Angle iron, base	3 10	3 35
Horseshoe iron	3 75	4 10
Tire steel	3 50	3 75
Spring steel	5 50	6 00
Sleigh shoe steel	3 00	3 25
Hoop steel	3 75	4 25
Norway iron	12 50	15 00
Toe caulk iron	4 00	4 50
Crucible cast sheet steel	30 00	35 00
Mining drill steel	.. ..	18 50
Cast tool steel, high grade	20 00	23 00
Cast tool steel, medium	30 00	36 00

SOLDERS MAINTAIN RECENT HIGHER QUOTATIONS

Toronto.

Quotations on solders and other lead and zinc goods are holding at the recent higher levels, while both manufacturers and distributors report that a fairly firm tone prevails in these markets. Current business has slightly receded in value, but this is attributed to the holiday season and inventory period. Unchanged prices are as follows:

LEAD AND ZINC GOODS—	
Lead pipe, list, per lb.	0 12½
Lead waste pipe, list, per lb.	0 13½
Do., over 8 in., list, per lb.	0 14½
Lead pipe is subjected to a discount of	10%
Lead traps and bends	10%
Lead sheets, 4 to 6 lbs. sq. ft. in rolls, lb.	09½
Cut sheets, ½c to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, per lb.	0 32½
Do., strictly, lb.	0 24½
Do., commercial, lb.	0 22½
Do., guaranteed, lb.	0 27½
Do., wiping, lb.	0 22½
Zinc sheets, per lb.	0 12

BOILER TUBE MARKETS CONTINUE QUIET

Toronto.

Boiler tube market continues of a quiet nature, with very little variation in current demand. Quotations also remain unchanged. Dealers report the usual inactive period at this season of the year, with a better outlook for some improvements in the Spring months. Following are the prevailing nominal prices:

BOILER TUBES—	Seamless.	Lapweld.
1 inch	26 00	.....
1¼ inch	27 25	.....
1½ inch	26 25	.....
1¾ inch	29 75	25 00
2 inch	28 00	22 00
2¼ inch	32 00	25 00
2½ inch	40 00	27 00
3 inch	44 00	35 00
3½ inch	60 00	40 00
4 inch	75 00	50 25

BUSINESS IS QUIET IN CORRUGATED SHEETS

Toronto.

Trading in corrugated sheets is described as very quiet, at present, but this condition is usual during the current season of the year. One dealer described the situation in the following words: "All things considered, business is very fair, with the tendency to buy in small quantities being accentuated during the late season." It was also pointed out that some price developments of a minor nature are being looked for in some quarters as regards spring prices on corrugated. The tendency of these markets during recent months has undoubtedly been in the downward direction, and several recessions have been recorded. Future changes of this nature are stated as dependent upon primary market developments. The unchanged quotations follow:

Corrugated—	Per 100 sq. ft.
No. 28 gauge	6 50
No. 26 gauge	7 00
No. 24 gauge	9 00
No. 22 gauge	11 00
No. 20 gauge	12 50
No. 18 gauge	16 50

Less 7 ½ per cent.

Lighter than 24 gauge and wider than 27 ins., 75c a square extra.

CURRENT TRADE IN RANGE BOILER MARKET QUIET

Toronto.

There is little variation to report in the range boiler situation. Some shading of the nominal price list is still being recorded, but current business in these products continues of a minor nature at this season. Local distributors still claim to be maintaining the level of $9.25 on the 30 gallon standard size, but this quotation has been lowered to $9.00 in some quarters, while another list commencing with the reduced price of $8.75 is now being generally recognized in other centres. The recent reductions in base prices on galvanized sheets, place raw material costs on a silghtly easier basis, but manufacturers point out that other production expenses have registered very little, if any, variation. Whether the new lower list will be nominally recognized in the near future, is stated as depending upon the general trend of the markets and future developments in the basic elements.

HOLIDAY DULLNESS EVIDENT IN METAL MARKETS

Toronto.

The current metal markets show very little change, the holiday season contributing to the general inactivity. Prices also record little variation, both primary and domestic quotations generally holding at the previous levels.

COPPER.—Buying of copper in domestic markets during the last few days is reported to be light. Continued purchasing of copper by foreign interests for export abroad, has been the chief feature of this metal. Primary markets report that domestic consumers have already covered requirements for the next month or two, consequently current business is light, with no pressure to sell on the part of producers. Prices have been almost steady, with the local quotations between 17½ and 18 cents.

TIN.—The tin market is described as holding very well, but the demand is undoubtedly listless. Recent arrivals on the primary markets have increased the available supply, and it can no longer be said that there is any scarcity. The fluctuations in Sterling exchange have caused slight variations in tin quotations, but the general price trend remains firm at the recent higher levels. The quotation of 39 cents is still in effect locally.

LEAD.—One feature of the lead markets at the present time is the report from southern centres that foreign prices continue to interest as affecting the anticipated possibility of exporting lead to Europe. While inquiries have been in evidence, these have not yet developed into actual business.

The price level is described as steady, with the domestic market unchanged. Local quotations remain at $6.75.

SPELTER.—The holiday dullness is particularly apparent in this market, and both offerings and sales have been of a minor character. Prices are nominally unchanged, the local quotation generally holding to $7.25.

ANTIMONY.—The current demand for antimony remains of a quiet nature, and there is little new to report in these markets. Between 8 and 10 cents remains the average local quotation.

ALUMINUM.—The inactivity of the automobile industry at this season of the year has contributed to the dullness in aluminum circles. With an improvement in automobile production, an increased demand for aluminum is looked for, but the present trend is very quiet. Prices locally are at the 27 cent level.

London Markets

LONDON, DECEMBER 29.—Price revisions on the current hardware markets cover such products as Thermos bottles and kits, the "Yankee" line of tools, Pyrex glass ovenware and Potts' japanned iron handles. All these goods are now quoted at lower price levels. A decline has also been registered on tinners' snips, pliers, carpenters' braces, calipers and wing dividers.

Substantial reductions are also announced on wire, and wire products. Bright and annealed wire, fence staples, wire nails, stove pipe wire and bale ties are all quoted at lower levels.

Holiday trade was exceptionally good in this district during the past week. Many seasonable lines were in brisk demand. Collections continue in very fair shape.

DECLINE RECORDED IN BASE PRICE ON WIRE NAILS

London, Ont.

The base price on wire nails is now reduced to $3.90, compared with the previous quotation of $4.30. This change is effective immediately, and reflects the easier tone recently apparent in wire and wire products generally. The extra for blued and coated nails has also been revised downward, from 50 cents to 35 cents.

LOWER PRICES ANNOUNCED ON FENCE STAPLES

London, Ont.

Easier price levels are also given on fence staples this week. A reduction of 45 cents has been announced in quotations on both bright and galvanized, this change bringing prices down to the following levels:

Bright, per 100 lb. kegs, ... $4.40
Galvanized, per 100 lb. kegs, ... $5.40

SUBSTANTIAL REDUCTIONS IN WIRE BASE QUOTATIONS

London, Ont.

One of the feature reductions on the current hardware markets is the drop of fifty cents in the base quotations on bright and annealed wire. This decline brings prices down to the level of $3.80, and affects other wire products generally.

STOVE PIPE WIRE WILL NOW COST LESS

London, Ont.

Stove pipe wire prices are also lowered in keeping with the declines recorded in other wire goods. The extent of the decline is 25 cents per 100 lbs. The revised levels are as follows:

No. 18 gauge, ... $8.50 per cwt.
No. 19 gauge, ... $9.00 per cwt.

REVISED LOWER PRICES NOTED ON BALE TIES

London, Ont.

Lower prices have been announced this week on bale ties. This revision corresponds with the changes recently effective on other wire products. The extent of the reduction varies with the different gauges, being between 65 and 70 cents.

"YANKEE" TOOLS REGISTER PRICE RECESSION

London, Ont.

A revision has been announced in quotations on the "Yankee" line of tools, and the new prices are approximately 8 per cent. lower than formerly. Following are some of the new prices:

"YANKEE" TOOLS—

Ratchet Screw Drivers—No. 11 x 2 in., $8.30 doz.; 3 inch, $10.20; 4 inch, $10.85; 5 inch, $11.95; 6 inch, $13.45; 8 inch, $15.20. No. 12, $11.85 doz. No. 15 x 3 inch, $9.50 doz.; 4 inch, $9.90; 5 inch, $10.30.

Spiral Screw Drivers—No. 30, $38 doz.; No. 31, $51.05; No. 35, $28.25; No. 135, $33.60; No. 130, $43.45; No. 131, $58.65.

Automatic Drills—No. 40, $36.95 doz.; No. 41, $33; No. 42, $26.05; No. 43, $16.50; No. 44, $39.70.

NEW LIST ISSUED ON THERMOS PRODUCTS

London, Ont.

Other products with lower prices going into effect on January 1, 1922, are the Thermos line of bottles, kits and similar goods. These new lists are from 10 to 20 per cent. lower than the quotations which have prevailed during the last few months. The discount remains at 25 and 10 per cent. off the new list. Following are revised list prices on some popular lines:

THERMOS PRODUCTS—

Bottles—No. 11, $2 each, list; No. 112, $3.50; No. 14, $2.50; No. 142, $4; No. 15, $3.50; No. 152, $5.

Refills—No. 61c, $1.25 each; No. 612c, $2.25.

Kits—No. 396, $4 each; No. 400, $4; No. 1396, $5.50; No. 1397, $6.

Less 25 and 10 per cent.

VARYING REDUCTIONS GIVEN ON CERTAIN TOOLS

London, Ont.

Reduced quotations have been announced on Peck, Stowe and Wilcox tools, including tinners' snips, pliers, carpenters' braces, calipers, and wing dividers. The reduction varies in extent on the different products from 5 to 20 per cent. Following are the new prices on some of the popular lines:

TOOLS—

Tinner Snips—No. 8, $2.95 pair; No. 9, $2.60; No. 10, $2.35; No. 49, $2.15; No. 108, $5.25 doz.

Inside Calipers—No. 105 x 3 inch, $2.10 doz.; 4 inch, $2.25; 5 inch, $2.55; 6 inch, $2.90; 8 inch, $3.90.

Outside Calipers—No. 110 x 3 inch, $2.10 doz.; 4 inch, $2.25; 5 inch, $2.55; 6 inch, $2.90; 8 inch, $3.90.

Wing Dividers—No. 35 x 5 inch, $7 doz.; 6 in., $7.40; 7 inch, $8.30; 8 inch, $9.20; 9 inch, $10.90; 10 inch, $12.30.

PYREX GLASS OVENWARE. DISCOUNTS ARE REVISED

London, Ont.

New lower prices go into effect on January 1, 1922, covering the Pyrex line of glass ovenware. The extent of the reduction figures out at about 5 per cent., the revised quotation being Canadian list less 33 1/3 per cent., compared with the previous discount of 30 per cent.

GOOD SALE CONTINUES FOR ASH SIFTERS

London, Ont.

The current sale of ash sifters continues good, and in seasonable proportions. Prices remain unchanged at the following levels:

ASH SIFTERS— Common wood, $3 doz; Banner, No. 2, $8 each; Banner No. 3, $2 each.

LINSEED OIL SALES STILL VERY LIGHT

London, Ont.

Domestic quotations on linseed oil again remain unchanged this week, with the current demand of a very light nature. Following are the prevailing price levels:

LINSEED OIL—	Raw.	Boiled.
1 to 2 barrels, per gal.	0 84	0 87
2 to 5 barrels, per gal.	0 83	0 86
6 to 9 barrels, per gal.	0 81	0 84

Less barrels, add 15 cents gal.

LITTLE VARIATION IN TURPENTINE MARKETS

London, Ont.

Little variation has been noted in the turpentine markets, both the primary and domestic distributing circles maintaining unchanged quotations There is a fair seasonal movement at present, but on the whole demand is light. Following are current prices:

TURPENTINE—

1 barrel lots, Imp. gal.	1 20
2 to 4 barrel lots, per Imp. Gal.	1 19
5 gallon lot, per Imp. Gal.	1 35

WINDOW GLASS SALES OF MINOR NATURE

London, Ont.

The current movement of window glass continues to be of an average nature, although orders are now limited to small quantities. There has been no revision in quotations, the price trend remaining firm at the following levels: Single and double diamond, net list. Cut lights, 75 per cent. of light list.

LOWER PRICES ON POTTS IRON HANDLES

London, Ont.

New lower prices are now in effect on the Mrs. Pott's line of iron handles. The revised quotation on the japanned handle is $1.40 per dozen.

FIRM TONE EVIDENT IN SHELLAC MARKETS

London, Ont.

Quotations on shellac are very firm, and prices in effect at present on both orange and white, are as follows:

SHELLAC—

	Pure white.	Pure Orange
Barrels,, per gal.	4 65	4 15
5 gallons, per gal.	4 90	4 40
1 gallon, per gal.	5 00	4 50
Half gallons, per gal.	5 15	4 65
Quarter gallons, per gal.	5 40	4 90
Pints, per doz.	9 00	8 00
Half pints, per doz.	4 75	4 25
Quarter pints, per doz.	2 85	2 65
One-eights pints, per doz.	1 65	1 50

Winnipeg Markets

WINNIPEG, DECEMBER 29.—A number of small shelf hardware lines are added this week to the list of lower prices. A feature in the current markets is the reduction in prices on bar iron and steel. Wood screws are also quoted lower through revised discounts. Other lines registering price declines this week are, ratchet screw drivers, Utica pliers, horseshoe nails, cow chains, and range boilers.

PRICES NOW LOWER ON HORSE SHOE NAILS

Winnipeg.

The price of Peerless Horseshoe Nails has been reduced this week. Following are the latest quotations:

HORSESHOE NAILS—

No. 4, $7.25 per 100 lbs.; No. 5, $5.25; No. 6, $5; No. 7, $4.75; No. 8, $4.75; No. 9, $4.50; No. 10, $4.50; No. 11, $4.50; No. 12, $4.50.

UTICA PLIERS REGISTER PRICE DECREASE

Winnipeg

In keeping with the reduction of other lines manufactured from iron and steel, Utica pliers have been added to the list of reductions and are now quoted at the following lower prices:

UTICA PLIERS—

No. 1950, 6 in., 20.40 per dozen; 7 in., $24.90; 8 in., $28.40; 9-in., $37.90.

No. 50, 4 in, $12.60; 5 in., $13.95; 6 in., $15.15; 7 in., $16.75; 8 in., $18.20.

No 2050—5 in., $23.15; 6 in., $24.75; 7 in., $29.45; 8 in, $34.25.

DOWNWARD REVISION NOTED IN WOOD SCREWS

Winnipeg.

Another reduction is made this week in the prices of bright and brass wood screws. Following are the latest discounts:

WOOD SCREWS—

Bright, flat head, 77½ and 5 per cent.
Do., round head, 75 and 5 per cent.
Do., oval head, 75 and 5 per cent.
Brass, flat head, 75 per cent.
Do., round head, 70 and 5 per cent.

BUILDERS HARDWARE PRICES ALSO RECORD DECLINES

Winnipeg

Many lines of builders' hardware, such as Lock Sets, Locks, Latches, Store Door Sets, Drawer Pulls, and Cupboard Turns, have been reduced in prices this week.

COW CHAINS AT LOWER LEVEL

Winnipeg

Quotations on cow chains have also registered a decline this week, and the revised price levels are as follows:

COW CHAINS—

Electric Weld—4-0, $5.90 per doz.; 3-0, $4.65; 2-0, $4.25; 1-0, $3.35.

Brown's—4-0, $5.90 per doz.; 3-0, $4.65; 2-0, $4.25; 1-0, $3.35.

Three Chain—4-0, $5.90 per doz.; 3-0, $4.65; 2-0, 4.25; 1-0, $3.35

Stall Fixture Pattern—4-0, $4.30 per dozen; 3-0, $3.75; 2-0, $3.20; 1-0, $2.95.

NEW LOWER LIST ISSUED ON WROUGHT PIPING

Winnipeg.

A new pipe list has now been issued which reduces quotations on wrought piping approximately 8 per cent. The revised list, No. 54, was not available at the time of going to press, but the lower quotations are effective at once.

LOWER PRICES ON RATCHET SCREW DRIVERS

Winnipeg

Ratchet screw drivers as well as a great many other small shelf hardware lines have been recorded lower in price this week. Following are the latest prices on these products:

RATCHET SCREW DRIVERS—

No. 10—2 in., $8.40 per dozen; 3 in., $10.30; 4 in., $11; 5 in., $12; 6 in., $13.60; 8 in., $15.40; 10 in, $18.50; 12 in., $20.

BAR IRON PRICES REVISED

Winnipeg

Although bar iron and steel has reduced in price just recently, another substantial reduction is recorded this week. The following are the current quotations

BAR IRON, Rounds and Squares, 3-16, ¼ and 5-16, $4.40 base.

Rounds and Squares, ⅜ to 2 and Flats up to and including 1 x 4, $4.25 base.

Rounds and Squares over 2 up to and including 2¾ and Flats over 1 x 4 up to 6 wide, $5.00 base.

Rounds over 2¾ to 6, $5.50 base.

STEEL—Soft or Mild; Rounds and Squares, 3-16, ¼ and 5-16, $4.40 base.

Rounds and Squares, ⅜ to 2 and Flats up to and including 1 x 4, $4.40 base.

Rounds and Squares over 2 up to and including 3 and Flats over 1 x 4 up to 5 wide, $4.90 base.

Rounds over 3, $5.40 base.

EASIER TENDENCY IN RANGE BOILER MARKET

Winnipeg.

The range boiler market is very unsteady and prices of a varied nature have been quoted during the past month. It is expected that a new list will shortly be issued, which will be lower than the present level. This week records a lower price on 30 gallon sizes which is very general. Following are current quotations for the different sizes:

RANGE BOILERS—	
30 gallons, each	13 25
40 gallons each	16 25
52 gallons, each	23 45
66 gallons each	33 15
82 gallons, each	40 60
100 gallons, each	62 50
120 gallons, each	75 00

Pittsburg Markets

PITTSBURGH, December 29.—As a result of frequent if not general price cutting by independent wire mills, the Steel Corporation interests last Wednesday, December 21, began quoting new prices on wire products, as follows: Plain wire, 2.25.; galvanized wire, 2.75c.; wire nails, 2.50; cement coated nails, 2.15c.; painted barb wire, 2,65; galvanized barb wire, 3.15c.; polished staples, 2.65c. Independents are of course forced to meet these prices while it is a question whether they will cut them. They will probably find them low enough, but if cutting continues the Steel Corporation will no doubt continue reducing its prices, according to its general policy in all lines, until it discovers a level that will not be cut.

No precise statement can be made as to how much reduction these new prices represent, because there was no clearly defined market level. They are no lower than some prices that have lately been made in active competition, while they are $7 a ton on plain wire and $8 a ton on other products below the prices that were nominally regarded as the market in October. There was an "advance" September 12, $2 on plain wire and $3 on nails and barb wire, and the advance seemed to hold for a time, while later prices slipped off. The new prices are exactly $5 a ton below the prices ruling before the September 12 advance, and since the early part of July.

Other Prices Fairly Steady

In the previous week the Steel Corporation had reduced tubular goods in somewhat similar manner. These two lines, wire products and tubular goods, are the only ones that have shown any price change of consequence for several weeks. Bars, shapes and plates remain quotable at 1.15c. to 1.60c., with the difference that 1.50c. is now rather common even on moderate sized orders, while a couple of months ago the price was made only on very desirable orders.

Probably 1.60c. is sometimes obtained, but hardly on business of any importance. There is some doubt as to whether 1.50c. would be shaded even on a very desirable order. Perhaps 1.50c. may be considered the bottom of the market, but it is improbable that this will be the case indefinitely. That is, the price is quite likely to be lower before it is higher. The market is now so steady that buyers have no incentive to wait for lower prices, as if they need material they would lose more by deferring operations than they would make up by a concession in prices. Should an active buying market develop, competition would probably force prices down a trifle. As the market now stands there is little incentive to cut prices farther.

Sheets are phenomenally firm at 3.00c. for black and 4.00c. for galvanized. Buyers have been quite unable to budge any of the mills from these figures, and the market is in a striking contrast to the market that obtained some time ago, when there was no regular price at all. These prices are $5 a ton higher than those ruling late in August and early in September, when a good bit of business for delivery to the end of the year was booked, while the cost of production is a trifle lower than in the latter part of August. It is claimed, however, that mills were losing money then.

Tin plate is quite steady at the regular price of $4.75, but it seems some independents are accasionally shading the price 10 to 15 cents a box, to secure particularly desirable orders.

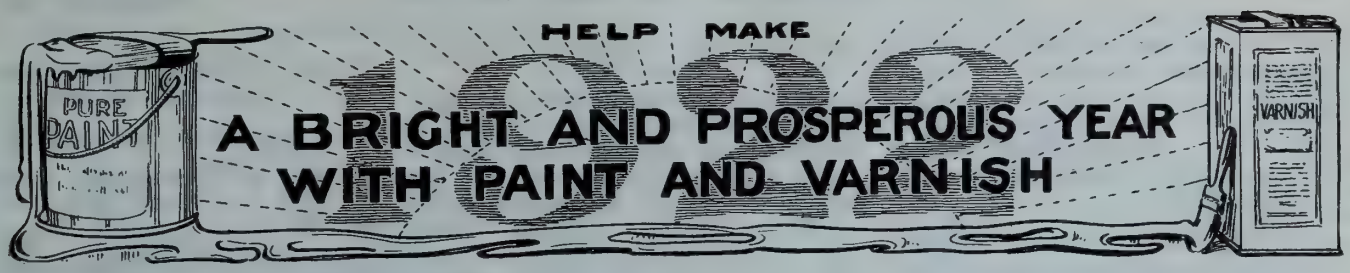
Liquidation in Steel

There is room for an almost unlimited amount of discussion on the subject of whether or not steel prices are thoroughly "liquidated" as well as on the subject of whether or not prices are below the cost of production. Merely to make one comparison, the Bureau of Labor index number of commodities at wholesale, taking 1913 average prices as 100, stands at 149 for November, having fluctuated only between 152 and 148 since last May, although the individual groups of commodities making up the general average have had fluctuations of considerable magnitude. On the same basis of computation, finished steel products would now stand at 126, and thus they appear to be much more thoroughly liquidated than commodities in general. Farm products, however, stood in November at 114, or still lower, while building materials stood at 197 and housefurnishing goods at 218.

On this basis steel products ought to advance, or several groups of commodities should come down. There is room for attacking this argument, however, on the basis that 1913 steel prices were fairly profitable, and were 21 per cent. higher than at the end of 1914, when there had been quite a decline. Steel prices now, while 26 per cent. above the 1913 average are 52 per cent. above the 1914 low point. Then, as to costs there is room for much argument, because the cost of production varies according to the rate of operation. A mill running at 30 or 40 per cent. might lose money at present prices and might have very comfortable profits if running at 90 per cent.

Future Prospects

Prospects are, as indicated in last report, that steel ingot production in the first eight months of next year will not pass below a rate of 20,000,000 gross tons a year or above a rate of 35,000,000 gross tons. This means one thing to the producer and another thing to the consumer, because steel capacity has so greatly increased, being one-half greater than in 1914 and double the capacity in 1910. A 20,000,000 ton rate would represent, on a conservative basis, a rather fair rate of steel consumption.



Making Paint Dept. Plans for 1922

Surveying Paint Business of 1921 Will Show Many Opportunities For Development—Neglected Painting Not Nearly All Done in 1921—Keeping a Folder For Helpful Suggestions—Much House Building Under Way and More Planned For Early Next Year

IN ORDER that 1922 may be made the banner paint year of prosperity and brightness which is depicted in the heading on this page, every merchant who wishes for this result is now making plans for enlarging the scope of his paint business next year. It is wise just at this time to take a brief survey of the year's developments in the paint department. It has been a good year for the sale of paint. Lower prices combined with the extension of the Save the Surface idea and the effort of merchants to bring prospects to a higher realization of the value of paint and varnish, have resulted in considerably increasing the sale of paint in many hardware stores. Most merchants have found new problems crop up during the year, new arguments proposed by customers, and advantage can be taken of the lessons learned thereby.

Big Opportunities in 1922

An idea seems to prevail in certain quarters that the active paint business of 1921 was largely due to the lack of painting which had been done in the years immediately preceding, and that most of this back-painting has now been done. The first part of this may be quite correct but the latter part is quite contrary to the facts. While considerable back-painting was done during 1921, there is yet a great amount of it to be done and every day sees new opportunities developing for the use of paint. A close survey of the building situation, for instance, reveals the fact that a great deal of house construction is under way. Building figure totals look slim because of the lack of industrial and office building construction, but houses offer probably a more comprehensive opportunity for developing paint business and should be developed as such.

The Christmas rush is now over and inventory time is just about here. For a while the merchant's time will be much taken up, but the first opportunity should be taken of summarizing plans for the paint department for 1922. It should be kept in mind that the paint department literally cannot "stand still." It must either move ahead or go back. The past year may have been a good one for paint, but 1922 can be a better one if plans are made for making it so.

Much Building Planned

All signs point to a considerable amount of building activity in the early spring and this combined with the great volume of refinishing business which will be done as a result of the educational effort being conducted recently by the merchants and other mediums, should make a big increase in paint trade in 1922.

In making plans for next year's paint business some dealers are keeping a folder in which to note all the selling ideas which they can secure. Some dealers are also keeping a close watch on those who have made the excuse this year that they would paint next year; there are others who are planning to build next spring, their plans having been postponed for some time due to high costs. In such cases as the latter ones these names of prospects could well be forwarded to the manufacturer whose line of paint is handled. This follows out the suggestion conveyed in a previous issue, viz., that the dealer should secure the closer co-operation of the manufacturer who has means of studying conditions and who can bring intelligent pressure to bear upon the prospect. This is looked upon as good business for it gives the dealers an early start on next year's trade, and an early start is a big help.

Plans for Early Start

The dealer's plans for an early start can take the form of advertising and other publicity ideas, the compiling of a mailing list of good prospects, plans for the rearrangement of the paint department, if necessary, in order that it

A Minister On "Save the Surface"

IN connection with the $1,000 Prize Contest in the 1922 Save the Surface Calendar, a preacher out in the West sent several suggested titles to the Norman Rockwell Painting and enclosed the following, which he says "is my own experience with paint and varnish."

I

"Painting a house adds beauty and charm
And saves it from decay,
'Twill do the same thing for your barn
Or fence on the highway.
I built a little bungalow
A year ago last May,
To paint would take a lot of 'dough,'
I'll let it go that way.

III

"I spent two days of hardest toil
To nail the siding down,
The while I inwardly did boil,
The biggest fool in town.
I got some paint and brushes, too,
And spread the paint on right,
And folks say, passing by to view,
It is a lovely sight.

II

"You see, I thought some 'dough' to save
Would paint some other day,
For being such a fool I rave,
'Twas money thrown away.
The house turned gray, did shabby look,
Its beauty passed away;
All because no pains I took
To save it from decay.

IV

"Now here's a lesson I have learned,
It's free for you to-day,
It sure is time and money earned
To use paint right away.
My experience also taught me this,
It's worth a lot to know,
That when you save the surface
You save all that is below.
And while you save your property
By using paint at once,
You'll be rated as a wise man,
Not as the city dunce."

will have the best attention; plans for pushing certain specialties at various times during the season; and plans for linking up the window displays of paints and varnishes with the local advertising.

A number of suggestions offered in these columns from time to time dealing with the possibilities of developing an all-year trade in the paint department by pushing certain specialties and encouraging exterior and interior painting and varnishing at all seasons of the year are being followed to good advantage by some dealers. As they are working out however they are even more effective than as outlined for a number of dealers are giving the ideas a more practical turn and thereby increasing their value.

Mid-Winter Trade

As an instance of how this is working out in connection with winter trade one dealer states that he recently introduced a wallpaper department in his business and he finds wallpaper, paints, varnishes, etc. go well together. This dealer had a set of 8 x 24 in. boards painted with enamel colors and varnish stains. When showing wallpapers he has these boards handy and sets up the most suitable shades against the paper. This gives the customer a good idea of the best color combinations for finishing the woodwork in the room being repapered. He finds that in nearly every case where it is found necessary to repaper a room that the customer is quite agreeable to paying some attention to the woodwork in the room as well. In many cases the dealer finds all that is necessary is to write down the order and deliver the goods. He is enthusiastic about the boards and intends to make the fullest use of them all winter. When he has a customer in the decorating notion he finds it very opportune to throw in a few suggestions.

The refinishing of house furniture during the winter months, especially in view of the increased value of furniture, is a point about which much has been written. Perhaps the most efficacious way of developing this class of trade is to do what another hardware dealer has done, viz., to reclaim an old piece of furniture and after sandpapering to give it a coat of varnish stain to make it look like new. The dealer who follows this plan on drawing attention to the chair which had received such treatment said: "That thing has set on that counter like a soldier and has sold a lot of varnish stain for me. You bet I am going to keep him working right through the winter and spring. I may change his coat once in a while but he'll bring the business." The chair in question bore a card reading: "See what ————varnish stain did to me." The plan may also be followed of leaving part of the article unfinished to indicate the comparison.

A review of recent paint articles in Hardware and Metal will show many helpful plans for 1922.

H. J. McADIE LEAVES A. RAMSAY & SON CO.

Montreal.—H. J. McAdie, sales-manager, A. Ramsay & Son, Company, is resigning his position with this firm to enter business for himself. On January 1 Mr. McAdie will open his office at Room 816 Power Building, 83 Craig St., West, Montreal, as direct agent and exporter, representing English, American and Canadian firms whose products

H. J. McADIE

are used by the paint, varnish, rubber, ink, paper and kindred industries.

Mr. McAdie's experience in the paint and varnish business has been a wide one. For the past twenty years he has been connected with the industry, eleven of which he has served with A. Ramsay & Son, Company, first as traveler, then as manager of the Toronto branch, and latterly as sales-manager in the head office and factory.

MARTIN-SENOUR, LTD., HOLD GET-TOGETHER CLUB DANCE

Montreal.—Monday night, of last week, opened up with a blare of trumpets, striking of cymbals and much jollification on the part of the Get-Together Club, under the auspices of Martin-Senour Co., Ltd., Victoria Hall, Westmount, was the scene of all this revelry.

Three hundred or more, members and friends, made up this Get-Together throng, and such a gathering of "fair lasses" and "manly youths" were there. The programme consisted of the most up-to-date 1922 dances, and a few of the "old-time flings." A "Novelty Dance" took place just before supper. Paper hats, whistles, and other noise producing instruments were given away. There was of course a "Moonlight Waltz" or so, and another feature of the evening came when Santa Claus, distributed envelopes to all the girls, with a lucky number in a few of them. These lucky number called for "lovely luscious chocolates." The programme was thoroughly enjoyed by all.

PRICE CUTTING DOES NOT INCREASE TRADE

(Continued from Page 28)

facturer or his competitor how things are and encourages him, and so it spreads.

Big Field for Business

In view of the fact that there has not been a great consumption of paint during the past few years as compared with the necessity for it, there is a very big field for the merchant in this line, and if he buys goods and makes up his mind to sell them by persistently talking paints to the householder, distributing advertising and educational literature of all kinds, he is going to create in the mind of the people that he comes in contact with a desire for beautifying their homes as well as preserving them. John Smith is going to paint his house or decorate it, and when he gets through and pays the bill he has an idea that his next door neighbor or his friend should do the same, and that man has an idea that his neighbor ought to do the same thing, and so the fever spreads.

What I am trying to drive at is that if we make up our minds that things are going to be bad, they are going to be bad as far as we are concerned, and probably in our immediate locality or if we make up our minds that things are going to be good and we begin doing good, putting our thoughts into action, things are going to be good to the extent that we make them good. This year will be the biggest paint year in the history of Canada if the merchant and manufacturers get close up together discussing the needs and the best way of supplying those needs, losing no opportunity of bringing to the attention of the property owner the need for painting, the comparatively low price of paints, the genuine value given for money received, and the merchant and manufacturer will reap a harvest beyond their expectations.

It is a tug-of-war, depression, unemployment, the fear of things being worse pulling against opportunity for service to humanity and improving conditions around us by talkng, by decorating our homes, and the fact that there is lots of money and that the country is young, energetic, full of life and vigor. Then let us get on the side of optimism, the side of good will, the side of advancement—the only side on which there can be any kind of success, and as we say in the tug-of-war—"Now altogether boys," and we are absolutely assured of success.

RECOMMEND CHEAPER ELECTRIC HEATING

The Ontario Provincial Hydro-Electric Commission is recommending to the Government a change in the basis of charge for electric hot-water heaters where the machine utilized is not of more than one horsepower capacity.

SERVICE

CONFIDENCE

FAIR DEALING

By Their Deeds---

SINCE September 1st, 1921—in less than nine weeks of actual solicitation—we have had the pleasure of welcoming to our Organization twenty-five New Agents.

This accomplishment, and the fact that our new friends represent Hardware Merchants of the highest type and standing, bespeaks, in a measure, the practical merits of our Agency Offer and the veracity of our claims.

Considering that our is an exclusive Agency proposition demanding the best representation procurable, we feel that twenty-five new agencies in so short a time establishes a record rendered possible only by conscientious service.

To our old friends whose earnest and fervent enthusiasm did more to bring about this achievement than any endeavor of our own — we extend our cordial thanks, and hope that such happy relationships will continue to provide the nourishment for our mutual growth during 1922.

Lowe Brothers, Limited.
PAINTMAKERS — VARNISHMAKERS
TORONTO — CANADA

If interested tear out this page and place with letters to be answered.

Weekly Paint Markets

Montreal

MONTREAL, Dec. 29.—The continued strength of the undertone in shellac has resulted in considerably higher prices appearing in some quarters. Gum shellac in primary markets has displayed strength for some time past and local purchases at the higher prices, now ruling in this product, is responsible for the increase on the local market. Other dealers are holding their former prices, but the future of shellac, from present indications, is firm. Current quotations on both linseed oil and turpentine are unchanged with both products remaining on a steady to firm standing. The oil market is weak insofar as present demand would show, but the seed situation which holds exceptionally well, upholds the oil product. Some are now questioning supplies; whether there will be enough seed on the market until the new Argentine crop. Turpentine in Southern markets records a slight advance in some centres, with future advances thought likely when the demand becomes more active.

Raw materials allow white lead in oil to remain on a steady market, and while season's prices are usually announced early in the New Year, there seems no indication of a revision at that time, although some factor may develop which will have a deciding effect on the market at that time. With the holiday season now at hand business in paint and varnish manufacturing circles is somewhat lessened, but a resumption of activities is looked for following the early weeks of the New Year.

BETTER TONE IN LINSEED OIL CONTINUES

Montreal.

Current quotations on linseed oil remain at unchanged figures with the undertone of the market continuing firm. When the better tone in the market developed last week, the health of the gain was thought questionable by some, as the light demand would be the obstacle in the way of any marked change in this direction. However, flax seed upholds its higher standing this week, with no immediate sign of a recession. A factor assisting in this is the question of seed supply and some are now asking whether there will be enough seed on the market to hold until the new Argentine crop comes in.

Locally demand for linseed oil is very light, and will in all probability continue so for the few weeks in the opening of the New Year, after which paint manufacturers are expected to again resume buying on a more active scale. It is noticeable that in outside markets an improvement in this direction has already taken place, lending encouragement for business in the earlier period of next season. Following are unchanged local prices:

LINSEED OIL—

	Raw.	Boiled.
1 to 2 barrel lots, per gal ...	0 81	0 83
3 to 5 barrel lots, per gal ...	0 79	0 81

Less barrels, add 10 cents per gallon.

LIGHT DEMAND FOR TURPENTINE, BUT MARKET FIRM

Montreal.

There continues little activity on the local market for turpentine, but notwithstanding the situation remains at its former improved standing. Sales for some time have been almost entirely of a small nature, and with the closing weeks of the year at hand little improvement was expected. Some look for continued quietness in the opening weeks of the New Year, while others are of the opinion that the volume of business will greatly increase during next month, as stocks are undoubtedly low, and the market would indicate that present prices are good values. It is generally conceded that any spurt in demand would immediately further strengthen the situation and higher prices would immediately rule. During the week in Southern markets the demand was also light, but an advance was recorded at some centres. Although slight, it would indicate the trend of the market, and at these same primary centres a further advance is thought likely in the near future.

Prevailing quotations locally are as follows:

TURPENTINE—	Imp. gal.
1 barrel lots	$1.17
2 to 4 barrel lots	1 15
Broken lots	1 27

HIGHER SHELLAC PRICES IN SOME QUARTERS

Montreal

The continued firm tendency of gum shellac has resulted in higher quotations in some quarters locally. Some time ago it was stated that necessary buying from primary sources would bring about higher prices. Such is now the case, firms whose supplies are now replenished are quoting considerably higher prices. Others, however, are maintaining former lower figures, quoted below. Sales are seasonably slow at present and dealers do not look for much activity until after the opening weeks of the New Year, but with improved business and the undertone at primary sources continuing on its present standing, higher prices are thought to be altogether likely.

SHELLAC—

Orange shellac, in barrels	$4 15
Do., in one gal. jugs	4 50
White, in 5 gal. jugs	4 90
Do., in one gal. jugs	5 00

RAW MATERIALS UPHOLD WHITE LEAD

Montreal.

With the present quiet period for white lead in oil now at hand, the market remains steady. Raw materials have shown little variation in a past number of weeks, allowing the product to continue for next spring's business. In the earlier weeks of the New Year, the season's prices are generally announced, but as stated little change from present levels is looked for, although factors other than raw materials and manufacturing costs may at that time have a decided effect on next year's quotations.

Toronto

TORONTO, December 29—Both the linseed and turpentine markets record very little change this week. The usual holiday dullness at this season of the year is strongly apparent, while the slack period in these products is accentuated by the absence of current demand. Only small orders are evident for turpentine, indicating buying for immediate needs only. The undertone at primary production centres is practically unchanged, in spite of the lack of consumer interest. There has been practically no booking of note in linseed oil, with flax seed recording less fuctuations than usual.

REPORT PUTTY SALES FAIR FOR THIS SEASON

Toronto.

While the demand for putty has recently receded from the brisk activity recorded during the Fall season, some dealers still report current sales of this product to be fairly good for the present period of the year. Quotations on putty still remain at the following levels:

PUTTY—

Standard, per 100 lbs.	5-ton-lots	1-ton lots.	Less
Bulk bbls	$ 4 45	$4 95	$5 25
100-lb. drums	5 45	5 95	6 20
25-lb. irons	5 70	6 20	6 45
Bladders in bbls.	6 70	7 20	7 45
Do., less quantities	6 95	7 45	7 70

Pure Linseed Oil Putty, $1.50 per 100 lbs. advance over above prices for similar quantities

(Continued on Page 48)

HILLCREST
A GUARANTEE OF QUALITY

Hillcrest Paint Products

Spanish, Bath, and Motor-car Enamels Inside White Flat Paint

These are important items for the work inside during the winter evenings.

Hillcrest Flat White Paint and Enamels are used so much for the interior trim, in the present time, that your customers will want these as well as the Bath and Motor-car enamels.

Ask the Hillcrest Salesmen about the opportunities for winter sales on these Hillcrest Products.

Sanderson Pearcy & Co.
Limited
272 Van Horne St.
Corner of Dufferin Street
West Toronto - - Canada.

We Also Manufacture

Hillcrest Colors in Oil; Colors in Distemper; Colors in Japan; Porcelain White Enamel; Ebony Black; Spanish Enamel; Bath Enamel; Motor Car Enamel; Paste Filler; Crack Filler; Pearcy's Pure Prepared Paints; Barn Red Paint; Outside Gloss White; Inside Flat White; Aluminum Paint; Carriage Paint; California Gold Paint; Graphite; Machine Paint Liquid; Orange Shellac; White Shellac; Oil Stain; Varnish Stain; Shingle Stain; Cottage Shingle Stain; Varnishes—all kinds; Pure Lead; Bronzing Liquid. All with the Hillcrest label and bearing the Hillcrest guarantee of quality.

Watch for our Semi-Monthly Bulletin next Saturday

HILLCREST
A GUARANTEE OF QUALITY

If interested tear out this page and place with letters to be answered.

TORONTO PAINT MARKETS

(Continued from Page 46)

PRODUCERS MAINTAIN FIRM PRICES ON TURPENTINE

Toronto.

No change has been recorded in the turpentine markets, either locally or in primary centres. Trade at present, is very slack, with little interest being shown in offerings and few sales being recorded. The current quotations remain unchanged, the prevailing conditions at southern distributing circles being practically unaltered. This situation is accentuated by the usual holiday dullness at this period of the year. Nominal price levels follow:

TURPENTINE—	Imp. gal.
1 barrel lots	$ 1 20
2 to 4 barrel lots	1 19
5 gallon lots	1 35

Turpentine steel drums galvanized, 5c per gallon less than barrel price. Drums charged $15 each, returnable in 30 days, freight paid.

All quantities sold f.o.b. Toronto, Hamilton, London, Brantford, Collingwood, Guelph Windsor, or Montreal but freight may be equalized from any of these points

Car load lots of 70 bbls. Price on application.

Less than 1 barrel lots 15 cents per gallon additional.

DULL SEASON EVIDENT IN LINSEED OIL

Toronto.

The linseed oil markets are extremely quiet at present. There is very little current business to record, and practically no booking worthy of note has materialized. Large consumers could probably shave the present nominal prices, although the current levels generally remain unchanged. There has been less variation in flax seed over the holiday period, with the undertone practically unaltered. Dealers point out that the linseed oil markets are now in the midst of the dull season. Following are current quotations on both raw and boiled:

LINSEED OIL—	Per Gallon.	
1 to 2 barrel lots	0 84	0 87
3 to 4 barrel lots	0 82	0 86
6 to 9 barrel lots	0 81	0 84

Less barrels, add 15 cents per gallon.

SMALL CURRENT DEMAND FOR WHITE LEAD

Toronto

The demand for white lead in oil is dull at present, but with plans now under way to make 1922 the greatest year in the history of the paint industry, an improved degree of activity is naturally expected to be reflected in the movement of this product. Following are current quotations:

WHITE LEAD IN OIL—	
In 5-ton lots	12 45
In 1-ton lots	13 20
Less quantities	13 55

EASIER UNDERTONE NOTED IN SHELLAC GUM

Toronto.

The shellac markets are nominally unchanged, with prices holding at recent levels. Shellac gum still retains the firm undertone noted during recent weeks, but price gains on this commodity have now ceased. This condition has relieved the current situation to a slight extent, and coupled with the moderate demand at present prevailing the upward tendency in local prices is not so apparent as formerly.

WINDOW GLASS SEASON LONGER THIS YEAR

Toronto.

The window glass season is now practically at a close, but interest is attracted by the fact that current stocks are still described as very low, this condition particularly applying to certain sizes of double-diamond. Distributors point out that the season for this product has been longer this year, this being probably due to the mild weather which has generally prevailed well into the month of December, coupled with some periodical anxiety as to further shipments. Supplies have since been replenished, however, and only little activity is now recorded.

LULL EVIDENT IN PAINT AND VARNISH SALES

Toronto.

A temporary lull is now evident in paint and varnish circles, which is principally attributed to the holiday season. Prospects still point toward another brisk season for these products in the spring of 1922, and both manufacturers and dealers report making preparations accordingly. While certain American paint manufacturers have recently announced a slight downward revision in prices on house paints, it is stated by domestic producers that such a condition merely reflects the tail-end of similar changes in values which were apparent since the Fall.

Manufacturers and distributors spoken to with regard to paint price levels, were firm in stating that they are not anticipating any further declines at present. "We don't see any chance in the world for reductions," said one manufacturer when discussing this factor with Hardware and Metal. It was pointed out that paint prices are generally firm because the basic elements entering into production costs have remained unchanged since the last concession was made.

"Manufacturers do not expect any price lowerings that may develop in future seasons to be of such a drastic nature as changes witnessed during the past year or so. This is due to the fact that all commodities are getting back to normal, but the process of recession is naturally slower and the variations of a minor and more gradual nature, because stocks have been well liquidated in the paint industry and changes must first occur in the various elements which make up production costs."

No one in Canada need carry money around in his pocket for want of a bank in which to deposit his surplus. There are eighteen chartered banks in the Dominion with over 45,000 branches.

CUTTING PRICES DOES NOT STIMULATE TRADE

(Continued from page 29)

In emphasizing the importance of optimism with care, as a justified sentiment with which to commence 1922, W. H. Lamont, financial Manager of H. S. Howland Sons & Co., Ltd., Toronto, pointed out that this policy following upon a good example of economy in administration upon the part of our governments would help greatly to improve business conditions in the coming year.

One of the chief difficulties in trading during the last year has been the great spread between the price of the products of the soil, and that of the factory. Either agricultural products must advance or manufactured commodities decline until the fairer proportion is reached, and it would seem in the opinion of Mr. Lamont that this readjustment can only be accomplished by the latter taking place.

One of the factors tending to maintain high production costs was said to be wages paid to labor, and it was the opinion that labor leaders should develop a broader appreciation of the general conditions prevailing and guide their affairs accordingly. Were this done it was felt that labor would not be holding out for a few cents an hour in wages while at the same time sacrificing continuous employment.

It was pointed out that retailers as well as manufacturers and wholesalers should carefully scrutinize accounts and attend vigorously to collections. The farmer and consumers generally had enjoyed several good years and it was not thought unreasonable that they pay their honest debts even if it did mean the consumption of savings. It was shown that the retailer by promptly collecting outstanding accounts helps business very materially by enabling the wholesaler to place orders with manufacturers and thereby resulting in more employment which subsequently returns to the advantage of the retailer by increasing buying power.

The possibilities of our natural resources are beyond comprehension, our huge wheat fields, the extent of our forests, mines and fisheries, together with the development of our hydro electric power, must result in prosperity if we will only all get together so as to enable intensified production. The assistance of our governments in directing trade to flow through its natural channels, unhampered by restrictions, is necessary. Reasonable protection of manufacturers is no doubt required, but could this not be accomplished by placing a definite rate of duty upon imports, and not by varying regulations which create uncertainty regarding costs of goods and in this manner tending to curtail trade?

"Save the surface and you save all" Paint & Varnish

Floglaze

Registered

"The finish that endures"

Velvet Finish

(The Can With the Orange and Black Label)

This line will develop big business in sales for wall and ceiling finishes in homes, churches, halls, stores, etc.

Gives an egg shell gloss finish without rubbing on plastered walls, wall board, woodwork, metal work, etc.

It can be used in or out of doors.

This flat finish is adapted to universal use, which increases its possibility for sales, greater turnover and larger profits.

Spreading, covering and wearing qualities are the same as all other Floglaze lines.

The Seven Floglaze Lines

Home and Farm Finishes
Velvet Finish
Art Shades
Auto Finish
Porch and Veranda Floors
Lac Shades
Exterior Finishes

Our dealers' booklet, "A Guide to Larger Profits," describes Floglaze Velvet Finish fully. Write us for this book.

"Make 1922 your greatest Paint & Varnish year"

THE IMPERIAL VARNISH & COLOR CO. LIMITED

HEAD OFFICE TORONTO CANADA

MONTREAL WINNIPEG VANCOUVER

Eastern Distributors:
Paint & Varnish Limited
243 Beaver Hall Hill
Montreal, Que.

Sole Distributors for Manitoba, Saskatchewan and Alberta:-
MILLER-MORSE HARDWARE CO.
"THE BIG WINNIPEG HOUSE"

Distributors for British Columbia:
The Callander Shore Co. Ltd.
155 Pender Street West
Vancouver, B. C.

If interested tear out this page and place with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List.	Lesmok List.	Smkless. List.
22 Short	.....	$10 00	10 70
BB Caps	.....	.....	$ 7 00
22 S. Mush	.....	.....	11 50
22 Long	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L. R., do.	.....	.....	18 70
22 L. Rifle	....	14 00	17 50
25 Short	$23 50	.....	.....
25 Long	33 00	.....	.....
32 Short	23 50	.....	.....
25/20	56 00	.....	70 00
25 Colt Auto.	....	....	58 00
30 Mauser	.....	.....	91 00
32 S. & W.	38 50	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/20	56 00	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	66 50	.....	84 00
455 Target	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage	.....	.....	144 50
303 British	.....	.....	190 00
32/40	102 50	.....	121 50
32 Special	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
38 Win.	.....	.....	190 00
351 Self Ldg.	.....	.....	121 50
35 Rem. Rim	.....	.....	159 50
38/55	125 50	.....	152 00
45/70-405	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Winchester and Savage advance 22½% on American list.

Remington Union Metallic list plus 22½%.

Shot, standard, 100 lbs., Toronto, $15.00; Montreal, $13.50; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs, ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' axes, doz.	14 25	15 50
Hunters' axes, doz.	13 50	14 50
Single bits, doz.	16 50	19 50
Double bit, doz.	23 50	24 00

On weights heavier than base add to list as follows:

Group 2...$0 50 Group 3 .$1 00
Group 4... 1 50 Group 5 .. 2 00
Group 6... 2 50 Group 7 .. 3 50

Axes, bench, 45 per cent. off list.

BABBITT.

Prices on babbitt fluctuate with the Metal market and prices are quoted on application. Prices range from 10c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Nov. 4th, 1920.

Extra quality, 15|10 per cent.

Standard quality, 15|10|10 per cent.

Side Lace Leather, lb., $1.60.

Cut Lace Leather, lb., $1.85.

Canvas belting, 60 per cent. off. F. O. B. Montreal.

BITS, AUGER

Standard List Prices per dozen.

3-16	$ 6 00	18-16	$12 00
4-16	5 00	19-16	14 00
5-16	5 00	20-16	14 00
6-16	5 00	21-16	16 00
7-16	5 00	22-16	16 00
8-16	5 00	23-16	18 00
9-16	6 00	24-16	18 00
10-16	6 00	25-16	21 00
11-16	7 00	26-16	21 00
12-16	7 00	27-16	24 00
13-16	8.25	28-16	24.00
14-16	8.25	29-16	27.00
15-16	9.50	30-16	27.00
16-16	9.50	31-16	30.00
17-16	12.00	32-16	30.00

Discounts from Standard List prices:

Ford auger bits, add 15 per cent.
Do. car bits, add 7½ per cent.
Beaver, 35%.
Gilmour Auger Bits, 10%.
Gilmour Eye Augers, add 5%.
Irwin Auger Bits, add 5%.
Do., car bits, less 7½ per cent.
F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim.	¾ Rim
0—16 x 22 Doz.	$ 8 90	$12 50
1—18 x 24 doz.	10 78	12 80
2—18 x 29 doz.	12 10	14 75
3—20 x 30 doz.	13 86	17 75

BOARDS, IRONING .Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	21 00
No. 35	38 00
No. 36	43 00
Perfection	48 00

BOARDS—WASH.

Zinc and Glass.	Per Dozen
Baby Globe	$2 45
Beaver (brass)	8 00
Competition Globe (metal)	5 90
Diamond King (glass)	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	5 25
Jubilee	5 80
Neptune	5 25
Newmarket King	5 80
Pony	2 45
Royal Globe (zinc)	5 25
Original Globe, solid back	5 95
Standard Globe	5 25
Supreme (zinc)	6 50
Western King (Enamel)	9 00

BOILERS (Range)

	each
30-gal., standard	8 75
30-gal. extra heavy	11 25

Prices nominal.

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 40%.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, 30%.
Carriage Bolts ($1 list), 7-16 in. dia., and larger, 25 per cent.
Machine bolts, ⅜ in. dia. and smaller, 4 in. and shorter 50%.
Machine bolts, ⅜ in. diameter and smaller longer lengths, 40%.
Machine bolts, 7-16 inch dia. and larger, 40%.
Sleigh shoe bolts, all sizes 25%.
Coach and lag screws 50%.
Bolt ends, 40%.
Square head blank bolts 40%.
Plow bolts, 1, 2, 3 head 35%.
Plow bolts, others, 35% disc. plus 20%.
Elevator bolts, large head 25%.
Elevator bolts, corrugated heads 55%.
Fancy head bolts, 25%.
Shaft bolts, ($3 list), 25%.
Step bolts, large head ($3 list) 25%
Whiffletree bolts, 25%.
Tire bolts, 50 per cent.
Stove bolts, 67½%.
Nuts, 2 in. and smaller, square, Blank, off net list, 50 cents.
Nuts, 2 in., and smaller, square, Tapped, net list.
Nuts, 2 in. and smaller, hexagon Blank, net list.
Tapped add to list, $0.50.
Nuts, 2 in., and smaller, hexagon—
Terms—Cash in 30 days from date of shipment, less 2 per cent.

BORAX

Lump crystal borax, lb., 10c.
F. O. B., Montreal, London, Toronto.

BRASS

	Base
Sheets, base, Montreal	0 25
do., Toronto	0 23
Rods, base ½ to 1 in., round,	
Do., Montreal	0 23
Do., Toronto,	0 21
Tubing, seamless, base, Montreal	0 32
Do., Toronto	0 25

F.o.b. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$ 6 65
No. 5, standard	7 50
Little Beauty	9 40
Royal Blue	13 90

BUTTS Wrought Steel—

No. 840	less 5%
No. 800	Net
No. 838	Less 5%
No. 808	add 10%
No. 804	Less 5%
No. 802	plus 5%
No. 810	add 25%
No. 814	add 20%

F.O.B. Toronto, Montreal, London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT, Portland—

Car load lots—400 to 1000 bag cars. Montreal

Per bag, f.o.b. cars	0 98
Per bag, delivered	1 05
Less car lots—	
Per bag, f.o.b., yard	1 09
Per bag, delivered	1 19

Less 5 per cent.

Car load lots— Toronto.

Per barrel	$4 00
Less car lots—	
Per bbl., f.o.b. yard	$4.75
Per bbl, delivered	5 00

Single bags, $1.25 each; 4 bags to barrel.

Extra charge of $1.50 per load on less than 24 bag lots.

Rebate, 20 cents for empty sacks.

CHOPPERS, FOOD

Universal—Dozen, No. 0, $30; No. 1, $36; No. 2, $42; No. 3, $58.
F.O.B. Montreal, Toronto.

CHURNS (Barrel)

	Hand.	Power.
No. 0, each	10 30	15 50
No. 1	10 30	15 50
No. 2	10 90	16 20
No. 3	11 75	17 10
No. 4	13 60	18 45
No. 5	15 10	19 80

Net list f.o.b. Montreal, Ottawa, Kingston.
Toronto, Hamilton, Fergus, London, St. Mary's.

CLIPPERS, HORSE

New Market, $3.50 per pair.
No. 1 B.B. Stewart Horse Clipper, $14 list, less 25 per cent.

CLOCKS—ALARM—

	Each
Big Ben	$ 3 75
Good Morning, each	1 90
Lookout	2 05
Sleepmeter	2 25

CLOTHES BARS AND DRIERS

	Per doz.
No. 2	19 00
No. 3	14 40
No. 4	11 00
No. 5	16 00
No. 6	13 00

CLOTHES HORSE, Etc.

	Folding.	Exten.
6 ft.	$16 00	32 00
5 ft.	13 00	26 00
6 ft.	11 00	22 00

CLOTHES LINES (Galvanized)

No.	100 ft.
18—100 ft. lengths	$ 6 50
18 — 50 ft. lengths	7 10
19—100 ft. lengths	5 50
19—50 ft. lengths	6 75

F.o.b. Montreal, Toronto, London.

CLOTHES LINE REELS

	Doz. net
No. 3	17 50
No. 3½	19 75
No. 4	32 50

COBBLER SETS

Common, per set $1 14

COIL CHAIN

	Fireweld Proof	B.B B.
5-16 inch	.....	19 40
⅜ inch	15 30	16 55
7-16 inch	13 15	16 15
½ inch	12 75	15 75
⅝ inch	12 00	13 65
¾ inch	11 25	13 40
⅞ inch	10 80	13 00
1 inch	10 40	12 60

F.O.B. Montreal and Toronto.

	Electric [illegible] Proof	[illegible]
7-16 in.	11 25	13 2[illegible]
½ in.	11 00	12 [illegible]
⅝ in.	11 25	12 8[illegible]
¾ in.	11 00	12 5[illegible]
3-16 in.	$17 80	$20 2[illegible]
⅜ in.	11 75	13 7[illegible]
¼ in.	16 25	18 7[illegible]
5-16 in.	13 75	15 5[illegible]

F.o.b. Montreal, Toronto.

Cow ties, plus 37½%; trace chains, list, plus 25%; dog chains, add 20%; halter chains, net; tie-out chains, net; stall fixtures, No. 1, or heavy, $2 doz.; stamped, No. 3 or Dominion, $2.80 doz. net.; F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 101	1 40
No. 111	1 60
No. 121	1 70
No. 127	2 30

COMBS—CATTLE—

98	2 00
100	2 85

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER—

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in.	0 30	0 28
Soft sheets, plain, 16 oz. and heavier, lb.	0 34	0 30
Plain Tinned, 16 oz. and heavier, lb.	0 39	0 37
Polished and Tinned, 16 oz. and heavier, lb.	0 43	0 42
Tubing lb.	0 34	0 29

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING—

Base, 4 to 8 lbs., 35 cents per lb.; 3-lb., 38c; 2½-lb., 39c; 2-lb., 41c; 1½-lb., 44c; 1-lb., 48c per lb.
F. o. b. Toronto, Hamilton.

SOLDERING COPPERS—Montreal

1-lb., 50c pr.; 1½-lb., 70c pr.; 2-lb., 85c pr.; 2½-lb. $1.10 pr.; 3-lb., $1.25 pr.; 4-lb., $1.60 pr.; 5-lb., $2 pr.; 6-lb, $2.40 pr.; 8-lb., $3.20 pr.

CORD (SASH)

No. 6, lb.	0 59
No. 7, lb.	0 58
Nos. 8, 9, 10, 12	0 57

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

Per 100 lbs.—Montreal, $8 50; Toronto, $8.50; London, $8.50.

DAMPERS— Doz.

Cast, Champion, 5 inch	$1 42
6 inch	1 57
7 inch	2 10

DOORS, SCREEN

Kasement, No. 2, oak stain, varnished, including hardware sets:—

2 ft. 6 in., doz.	$ 45 00
2 ft. 8 in., doz.	45 60
2 ft. 10 in., doz.	46 70
2 ft. 7 in., doz.	46 80

DRILLS—

Standard Lists.

Blacksmiths', ½ in v 2½ in. shank.
List each.

⅛, 45c; 5|32, 45c; 3|16, 50c; 7|32, 55c; ¼, 60c; 9|32, 65c; 5|16, 70c, 11|32, 75c; ⅜, 80c; 13|32, 85c; 19|32, $1.20; ⅝, $1.30; 21|32, $1.40; 11|16, $1.50; 23|32, $1.60; ¾, $1.70; 25|32, $1.80; 13|16, $1.90; 27|32, $2; ⅞, $2.10.

SHOT

SHEET LEAD
LEAD PIPE
BABBITT-SOLDER
NAILS-BALE TIES

WE ARE LIVE METAL MEN

Low Price. High Quality. Immediate Shipment.

THE CANADA METAL CO., LTD.

TORONTO

Hamilton Montreal Winnipeg Vancouver

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U. S. A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTRE. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 33 years of honest effort to give the retail trade the best possible service.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

BIT STOCK, list per doz., less 45%.

3/32	$2.70	⅝	$ 8.50
⅛	3.00	7/16	10.50
5/32	3 50	½	13 00
3/16	4.00	9/16	15.50
7/32	4.50	⅝	18 00
¼	5 00	11/16	21.00
9/32	6.00	¾	24 00
5/16	7 00	⅞	30.00

Blacksmiths', ½-in. shank, Straight Shank, Straight Shank, wire, Taper Shank, 50 per cent. off.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FAUCETS—Petroleum—

½ in., $12.50; ⅝ in., $14.00; ¾ in, $14.75; 1 in., $18.00 doz .

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50%
Kerney Foot Arcade	60|5%
J. Barton Smith, Eagle	55%
P. H. and Imperial	60|5%
Globe	60|5%
Nicholson	40%
Black Diamond	40%
Delta Files	20%
Firth Files	50%

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS—

	Mont.	Tor
Cast iron fittings	25%	25%
Malleable bushings	25%	28%
Cast bushings	27½%	28%
Unions	42½%	45%
Flanged unions	22½%	25%
Plugs, cast iron	27½%	28%
Plugs, solid	27½%	28%
Plugs, countersunk	27½%	28%
Couplings, 4 in. and under	30%	30%
Do., 2½ in. and larger	10%	10%

POUND GOODS—

Class—	Blk.	Galv.
	Montreal	
A	0 53	0 65
B	0 21½	0 28¼
C	0 14	0 21¼
	Toronto	
A	0 54	0 67
B	0 22	0 32
C	0 14	0 22

FLY TERROT, per doz. $4 75

NIPPLES, WROUGHT

Close and short, 4 in. and under, 50 per cent.; 4½ and larger, 40%; long, 4 in. and under, 60%; 4½ in. and larger, 60%; runing thread, 4 in and under, 30%.

GRINDSTONES

Under 40 lbs. weight. Per Cwt.

Smaller than 2 inch face	$5 25
Two-inch and over	4 50

40 to 80 lbs. weight.

Under 2-inch face	4 75
2 ins. and over	4 25
Bi-Treadle, each	9 75
Cycle BB	8 75

GRINDSTONE FIXTURES Doz.

No. 22, $8.67; 23, $9.37; 2½, $10; 3, $11.50. F.o.b. Toronto.

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russett rope tie, 1 in. ......
Black, rope tie, 1 in. ......
Black, rope tie, 1¼ in. ....
No tie, 1 in. ....
No tie, 1¼ in. ....

HALTERS, ROPE.

	Per gross.
Sisal, 7-16 in.	$21 00
Do., 9-16 in.	33 00
Jute, 7-16 in.	19 00
Do., 9-16 in.	28 50

Prices, net.

HAME FASTENERS— Per Doz.

Dodson $4 60

HAMMERS, NAIL Doz.

No. 21	$12 00
No. 1	$15 40
Nos. 1½, 61½	15 20

HAMMERS, SLEDGE

Can. 2-2½ lbs., cwt.	$22 50
Do., 3-4½ lbs.	20 70
Do., 5 lbs. and over	14 40
Masons, 2-3½ lbs.	28 35
Do., 3-4½ lbs.	25 50
5 lbs. and over	20 70

F.o.b. Montreal, Toronto, Hamilton London.

HAMMERS, STRIKING

No. 38, No. 46, 5 lbs. and over $14 40

HAMMERS, MACHINIST

No. 30, 1-lb. $10 20
No. 30, 1¼-lb. 11 00
Net.

HANDLES (WOOD)

All hickory handles, list plus 20%; all oak, ash and maple handles, list plus 10%; hay fork, hoe, rake, shovel and manure fork, net list; Whiffletrees, doubletrees and neckyokes, list plus 20%; wood rakes, list plus 10%; horse pokes, list plus 10%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR.

Storm King No. 42, list less 20-10%.
Safety No. 20, list less 20-10%.
Reliable No. 1, list less 20-10%.
Round Trolley No. 1917, list less 33 1-3-5%.

	List
Atlas No. 0	$13 35
Do., No. 1	13 80
Do., No. 2	15 85
Stearns, 4 in.	12 80
Do., 5 in.	16 00
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	12 00
America	19 00
Great West	30 00

HATCHETS, SHINGLING

	Per Doz
No. 1	$10 25
No. 2	11 25

HATCHETS, LATH

No. 3	$10 25
No. 4	11 25

HATCHETS, BARRELLING

Nos. 50, 60 .... $15 75

HATCHETS, CLAW

No. 7	$12 25
No. 8	13 00

F.o.b. Montreal, Toronto, Hamilton, London.

HEATERS, ELECTRIC

Glower Heater	$10 00
Heatray Heater	12 00

Discount 25%-33%, according to quantity.

Majestic, 1 Burner	$11 00
Do., 2 Burner	16 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES—Blind. ... .. Doz. sets.

Clark's No. 1. ... ...$2 22

HINGES, SPRING

No. 200 and No. 20, per gross	25 00
Ajax Floor No. 3111, per set	1 85
Reliance Door No. 270.	
Light, per doz.	3 15
Medium, per doz.	4 20
Heavy, per doz.	6 40

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap	Tee
	Doz. pairs.	
4 inch	$3 00	$2 55
5 inch	3 70	3 20
6 inch	4 00	3 60
8 inch	5 40	4 10
10 inch	9 60	7 30
12 inch	11 90	11 60
14 inch	13 60	11 80

Discount, 35 per cent.

Light. Net Prices.		
3 inch	$0 90	$0 90
4 inch	1 08	1 00
5 inch	1 26	1 17
6 inch	1 53	1 35

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8 in., $4.80; 10 in., $6.40; 12 in., $7; 15 in., $7.50; 18 in., $11; 21 in., $12.40; 24 in., $16; 27 in., $17.20; 30 in., $18.50; 33 in., $21.50; 36 in., $24.50

Discount 30%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $9 25

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$3 90	$7 50
No. 3, per doz.	4 00	8 00
No. 4, per doz.	4 10	8 50
No. 5, per doz.	4 30	....
Little Giant, per doz.	6 50	....
Barden Pat., per doz.	6 50	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c	
Light iron	0-7	$7.75	$8.00
Long heel light iron	3-7	7.75	
Medium iron	1-8	7.75	8.00
Heavy iron	6-8	7.75	
Snow	1-6	8.00	8.25
New-light "XL" steel	1-6	8.20	8.45
Featherweight .. "XL" steel	0-4	9.60	
Special-countersunk	0-4	10.10	...

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, $2.70 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$13 25
Do., ⅝ in., 100 ft.	15 50
Do., ¾ in., 100 ft.	18 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto in 22 gauge, 24 gauge and 26 gauge.

36 x 96 .. .. 21 per lb.
48 x 96 .. .. 21c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

These prices nominal.

IRONS (SAD)

Potts, polished, per set	$ 1 90
Potts, nckel plated, per set	1 95
Potts handles, japd., grs.	16 50
Common, No. 1, 4 and 5 lbs.	20 60
Do., 6 lbs. and up, cwt.	15 00

F.o.b. Montreal.

IRONS, ELECTRIC

Model B, $6.50 list.
Classic, $8 list.
Discount 25% to 33%, according to quantity.

KNIVES, HAY

Spear Point	15 00
Lightning	14 00
Heath's	14 00

LADDERS, ETC.

Step Ladders	Per ft.
Standard	0 46
Household	0 35
Shelf Lock, 4 to 8 ft. only	0 32
Faultless, 4 to 8 ft. only	0 46
Do., 10, 12 and 14 ft.	0 50
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London,

Roped and Straight Extension Ladders	
20 to 32 ft.	0 32
36 to 44 ft.	0 35
Over 44 ft.	0 43
Special quality, 20 to 40 ft.	0 45
Three section extension	0 45

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS.

	Per doz.
Short or Long Globe, plain	$12 00
Do., Japanned	12 75
Dash, plain	18 75
Do., Japd	19 25
Do., Search (r'nd reflec.)	15 75
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

Cold Blast, Short or Long

1 doz. cases	1 35 doz.
3 doz. cases	1 20 doz.
6 doz. cases	1 15 doz.
Cold Blast genuine ruby	5 40 doz.

F. o. b. Factory.

LATCHES—

	Per doz.
Steel Thumb, No. 2	2 00
Do., No. 3	2 50
Do., No. 4	3 75
Barn Door, No. 5	3 30
Do., No. 9	6 15

F.o.b. Montreal, Toronto, London.

LEAD—

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)—

	List each.
Dowswell	$12 75
Noiseless	17 50
Hamilton	14 00
Peerless	14 50
Snowball	19 50
New Century, style A	19 75
New Century, style B	21 75
New Century. Electric	160 00
Playtime, engine drive	27 00
Ideal Power	30 00
Seafoam, electric, style A	105 00
Seafoam, engine drive	50 00
Sunshine	10 25
Popular	14 50
Economic	16 00
Puritan	19 50
New Champion	21 50
Home	21 50
Vacuum	28 00
Home Water, motor	28 00
Whirlpool, water power	31 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	22 75
Perfection, engine drive	65 00
Perfection, electric	132 00
Beaver	26 00
Beaver, power	27 00
Connor, vacuum	27 50
Patriot	21 50
Jubilee	12 50
Canada First	21 50

Less 30 per cent.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards

MATTOCKS—

Cutter, doz.	$11 50
Pick, doz.	11 50

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD—

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 00
No. 8, dozen	52 00

MOPS—

	Doz. net.
Liquid Veneer	$16 00
O-Cedar, less handle	14 00
Do., with handle	16 00
S. W. Mops, complete	4 35
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10	2 60
Crank wringing	7 35
Smarts'	4 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN—

Adanac	20%
Woodyatt	20%
Empress	20%
Mayflower	20%
Ontario Daisy	20%
Star	20%
Whippet	Net
Thousand Island	Net
Red Wing	Net
Blue Bird	Net

List, Sept. 12, 1921.

F.o.b. Toronto, Guelph, London. Hamilton, Brockville.

NAILS—

List adopted Sept. 10, 1920.

Advance over base on common wire nails in kegs.

1 inch	$1 50	2¾ inch	$0 30
1⅛ inch	1 40	3 inch	0 20
1¼ inch	1 15	3¼ inch	0 15
1½ inch	0 80	3½ inch	0-10
1¾ inch	0 75	4 inch	0 05
2 inch	0 60	4½ inch	0 05
2¼ inch	0 55	5 inch	base
2½ inch	0 30	5½ inch	base
		6 inch	base

6½ to 12-inch 2 ga. and heavier. 25c over base.

Standard Steel Wire Nails, f.o.b London, Hamilton, Milton, Toronto, $3.90 base.

Owen Sound or Collingwood, $3.90 base.

F.o.b. Montreal, $3.90 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, $4.00.

Sault Ste. Marie, Port Arthur, Fort William, $4.15 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 35c per 100 lbs. advance over common nail price.

Miscellaneous wire nails, 70% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT—

Montreal, $4.85; London, $4.95; base; Toronto, $4.85.

Roofing Nails — American, large head, keg, $10.50. Less quantities, $12.50.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 75
No. 6	6 50
No. 7	6 25
No. 8	6 00
No. 9 to 12	5 75

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 25
4	1¾"	10 25
5	1 15-16"	5 25
6	2⅛"	5 00
7	2 16-16"	4 75
8	2½"	4 75
9	2 11-16"	4 50
10	2⅞"	4 50
11	3 1-16"	4 50
12	3¼"	4 50

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per 50-yd. rolls. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...$1 80 — 48 inch...$ 6 20
18 inch... 2 65 — 60 inch... 7 70
24 inch... 3 40 — 72 inch... 9 20
30 inch... 4 00 — 84 inch... 10 50
36 inch... 4 75 — 96 inch... 12 00
42 inch... 5 50

1½ inch mesh and 19 ga. wire.

12 inch...$3 50 — 42 inch...$10 50
18 inch... 5 00 — 48 inch... 12 00
24 inch... 6 30 — 60 inch... 15 00
30 inch... 7 75 — 72 inch... 18 00
36 inch... 9 90

1 inch mesh and 20 ga. wire.

12 inch...$4 00 — 42 inch...$12 00
18 inch... 5 50 — 48 inch... 14 00
24 inch... 7 00 — 60 inch... 17 00
30 inch... 8 50 — 72 inch...20 00

¾ inch mesh and 20 ga. wire.

24 inch..$10 50 — 36 inch...$15 00
30 inch.. 12 75

½ inch mesh and 22 ga. wire.

24 inch..$16 50 — 36 inch...$24 00
30 inch.. 20 00

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh 12½ per cent. off; 1-in. mesh, 12½% off. American netting, 1-in. mesh, 12½ per cent. off.

Invincible— Per rod.
1848 ... 0 80
2060 ... 0 88

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—
24-inch, per roll ... 5 50
36-inch, per roll ... 7 15
48-inch, per roll ... 8 35
60-inch, per roll ... 9 85
72-inch, per roll ... 11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Special No. 1 ... $15 00
Plumbers' ... 7 00

F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal. ... 0 21
Palacine, gal. ... 0 24
Gasoline, net, gal. ... 0 32½

Above prices net.

Gallon
Black oil (summer) ... 0 23.1
Black oil (winter) ... 0 24.1
Capital, cylinder ... 0 75.6
Mach. oil, reg. grades ... 0 43.6
Imperial gas engine oil... 0 63.6
Paraffine ... 0 23.6

List, less 10% on above.

Imperial kerosene, tractor hy, $1.
Do., do., ex. heavy ... $1.10

List less 15 per cent.

Polarine, per gal, list ... 1.15
Polarine, medium, list ... 1.15
Polarine, heavy, list ... 1.15
Polarine, ex-heavy, list ... 1 50

List, less 25 per cent.

Gargoyle Mobiloil E and Arctic ... 1 45
Gargoyle Mobiloil, B... 1 70
Gargoyle Mobiloil, BB... 1 70
Gargoyle Mobiloil. A ... 1 50

List, less 25 per cent. on above.

Fuel oil, bbl., net ... $0.11.10
Do., tank wagons, net .. 0.10.10
Do., tank cars, net ... 0.09.10

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS.

See weekly report.

PACKING Per lb.

Fine jute ... $0 17
Coarse jute ... 0 18
Hemp ... 0 36
Square braided hemp... 0 38
No. 1 Italian ... 0 44
No. 2 Italian ... 0 36

F.o.b. Toronto, Montreal.

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry fibre, No. 1, Anch	1 25	1 25
Do., No. 2, Anch.	0 70	0 60
Do., No. 2 Elephant	0 70	0 70
Tarred Fibre, No. 1 Anchor	1 35	1 35
No. 2	0 85	0 85
Elephant Brand, tarred, No. 2	0 85	0 85
Surprise fibre	0 80	0 80
Empress Dry Sheath'g		1 45
Stag Sheathing	80	0 ?0
Cyclone, dry	1 25	1 25
Do., tarred	1 35	1 35
Joliette Sheathing	0 70	0 70
Do., tarred	0 85	0 85

Per 100 lbs.
Monarch Sheathing, white .. 5 75
Do., gray ... 4 75
Straw sheathing, heavy dry . 3 15
Red Star heavy tarred straw 3 40
Imp. White Sheathing .. 5 75
Imp. Grey Sheathing ... 4 75
Scythe rand dry straw ... 3 15
Spruce Sheathing, 36" and 72" wide ... 7 25
Asbestos Sheathing ... 10 00
Carpet felt ... 3 90
Tarred felt, 7, 10 and 16 oz. 3 45

F.o.b. Toronto and Montreal and Hamilton.

PASTE

Stick-Fast
In barrels, 250 lbs., lb. ... 0 14
Barrels of 5 lbs., cotton bags, lb. ... 0 15
In kegs, 125 lbs., lb. ... 0 16
In 50-lb. boxes, lb. ... 0 18
In 25-lb. boxes, lb. ... 0 19

Solpar
Barrels (200 lbs.), per lb. 0 14
2-lb. pkgs, case lots, lb... 0 16
1-lb. pkgs., case lots, lb. ... 0 17

PICKS—

	Montreal	Toronto
Clay—		
5 to 6 lbs, doz.	$9 00	$ 9 00
6 to 7 lbs., doz.	10 00	10 25
Rock—		
7 to 8 lbs., doz.	11 00	11 25

F.o.b. Montreal and Toronto.

PINS, CLOTHES

Per case
5 gross, 4-in. (loose) ... $2 25
4 gross (cartons), 4 in... 2 25
Spring, 2 grs. box ... 1 90

F.o.b. Montreal and Toronto.

WROUGHT PIPE

Price List No. 54 Dec. 22 ,1921.

Standard Buttweld Pipe S-C

Per 100 feet

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
⅛ in	$ 6 00	$ 8 00	$	$ ....
¼ in	3 84	5 94	7 20	9 30
⅜ in.	3 84	5 94	7 20	9 30
½ in	4 85	6 46	7 31	8 93
¾ in.	5 87	7 71	8 86	10 70
1 in.	8 16	11 05	12 58	15 30
1¼ in.	11 04	14 95	17 02	20 70
1½ in.	13 20	17 88	20 35	24 75
2 in	17 76	24 05	27 38	33 30
2½ in.	28 08	38 03	.....	.....
3 in	36 72	49 73	.....	.....
3½ in.	47 84	63 48	.....	.....
4 in.	56 68	75 21	.....	.....

Standard Lapweld Pipe S.C.

Per 100 feet.

Size	Steel Blk.	Steel Galv.	Gen.Wrot.Iron Blk.	Gen.Wrot.Iron Galv.
2 in.	21 46	27 38	31 08	37 00
2½ in.	31 50	40 05	46 80	56 16
3 in.	41 31	53 55	61 20	73 44
3½ in.	48 76	65 32	72 68	89 24
4 in.	57 77	77 39	86 11	105 73
4½ in.	66 04	86 36	1 04	1 24
5 in.	76 96	100 64	1 21	1 45
6 in.	1 00	1 31	1 57	1 88
7 in.	1 33	1 76	2 02	2 45
8L in.	1 40	1 85	2 13	2 58
8 in.	1 61	2 13	2 45	2 97
9 in.	1 97	2 59	2 97	3 59
10L in.	1 82	2 40	2 75	3 33
10 in.	2 35	3 09	3 54	4 28

PIPE (Conductor)

Plain List
2 in., in 10-ft. lengths, list. $18 40
3 in. in 10-ft. lengths, list. 22 30
4 in., in 10-ft. lengths, list. 29 60
5 in., in 10-ft. lengths, list. 40 00
6 in., in 10-ft. lengths, list. 49 00

Less 70 per cent.

F.o.b. Toronto, Ottawa. Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL) Med. and extra heavy.
2 in., 3 in. ... 25%
4 in. ... 30%
5, 6 in. ... 30%
8 inch ... net

SOIL PIPE FITTINGS
2, 3, 4, 5, 6 in. ... 40-10%
8 in. ... net

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl. ... $18 25
Navy pitch, per bbl. ... 6 50
Coal tar pitch, per cwt. ... 1 55

F.o.b. Montreal, Toronto

PLANTERS, CORN

King of Field, doz. ... $18 20
Triumph, doz. ... 11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Do., 60 sheets	5 80	5 65
Ordinary, 52 sheets.	5 60	5 60

PLATES. COKE, TIN

20x28x100 lb. basis, box ... $17 50
20x28xIC,112s, box ... 18 00
20x28 IX, 112s, box ... 20 00
20x28 IXX, 56s, box ... 11 25
20x28 IXXX, 56s, box ... 12 00

PLATES, CHARCOAL, TIN

Nominal

TERNE PLATES

IX, 20 x 28, 56s ... $14 00
IXX, 20 x 28, 56s ... 16 00

PLATES, TERNE (Prices nominal)

IC, 14 x 20, 112 sheets ... $12 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles ... 2 40
12-oz bottles ... 4 80
1-qt. can ... 12 00
½-gal. cans ... 20 00
1-gal. cans ... 28 00

Net.

Liquid Veneer— Doz. Net
4-oz. ... $2 40
12-oz. ... 4 80
32-oz. ... 10 00
64-oz., each ... 1 34
128-oz., each ... 2 34

PULLEYS— Doz.

Axle—No. 1, 1¾ inch ... 0 80
Do., 2 inch ... 0 90
Do., 2¼ inch ... 0 95
Palmer's ... 0 90

PULLEYS, Clothes Line—

No. 58 jap'd ... $4 35
No. 158, galvanized ... 4 45
No. 59 jap'd ... 4 45
No. 159, galvanized ... 4 55

PUMPS

	Pitcher Spout	Closed Spout
No. 2	2 85	3 10
No. 3	3 15	3 40
No. 4	3 75	4 10
		Each
No. 70		6 00
No. 80		8 00

PUMPS, REDWING

No. 0.....$6 85 — No. 4....$12 75
No. 1..... 7 50 — No. 5.... 15 25
No. 2..... 8 75 — No. 6.... 18 00
No. 3.... 10 75

F.o.b. Montreal, Toronto, Hamilton, London.

REGISTERS—Warm Air.

Jap'd and common oxidized, 20% from standard list.

No. 3....10 75

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 50 per cent.; Iron burrs, 50% off list on 200-lb. kegs.

Extras, add 1c to list on 100-lb. kegs; 3c on 50-lb. boxes; 4c on 25-lb. boxes, 8c on 1-lb. pkgs.

Copper rivets, usual proportion of burrs, 32½% off; burrs, add 10%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lb. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING.

Toronto
Samson, 1 ply, roll ... $ 2 65
Samson, 2 ply, roll ... 3 10
Samson, 3 ply, roll ... 3 80

	Mont.	Toronto
Red Star, 2 ply, roll	$ 1 93	$ 1 93
Red Star, 3 ply, roll	2 30	2 30
Everlastic, 1 ply	2 00	2 00
Everlastic, 2 ply	2 40	2 40
Everlastic, 3 ply	2 80	[illegible]
Panamoid, 1 ply	1 80	1 80
Panamoid, 2 ply	2 20	2 20
Panamoid, 3 ply	2 60	2 60
Everlastic Multi-Shingles (4 Shingles in One), sq.		6 25
Everlastic Slate Surface Single Shingles, Tylike (red or green), sq.	7 40	7 40

F.o.b. Montreal.

Everlastic Liquid Roofing cement— Per gal., in bbls.	0 70	0 70
5 and 10 gal. lots, gal.	0 85	0 85
1 gal. cans, gal., doz.	10 50	10 50
Coal Tar (refined), bbl.	10 25	10 50
Coal tar (crude)	9 00	9 25

Roofix Roofing Cement—
In bbls., per gal. ... 0 60
In ½ bbls., per gal. ... 0 65
In 5s and 10s ... 0 70
1 gal. cans, per doz. ... 9 00

F.o.b. Toronto, Montreal and Hamilton.

ROPE

Pure Manila basis ... 0 23
Beaver Manila basis ... 0 19
New Zealand hemp basis 0 19
Sisal basis ... 0 17

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lathe yarn basis.. 0 17
Double lathe yarn ... 0 17½
Yacht marline, tarred ... 57
Halyards ... 50
Beaver Halyards, wht. pol, ¾ in. basis ... 0 35
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline ... 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional.

Italian rope prices on application

Cotton, ⅛ in. ... 0 51
Do., 5-32 in. ... 0 50
Do., 3-16 in. ... 0 47
Do., ¼ in. and up ... 0 45

F.o.b. Toronto, Montreal, London. Welland, Hamilton.

SANDPAPER

B. & A. sandpaper, less 5%
Star sandpaper, less 5%
B. & A. emery cloth, plus 25% list.

F.o.b. Montreal and Toronto.

SCALES

Champion	List Net
4 lb.	$ 6 60
10 lb.	8 65
240 lb.	12 65
600 lb.	35 80
1200 lb.	43 00
2000 lb.	57 10
2000 lb. drop lever	64 75

Prices include stamping.

F.o.b. Toronto, Montreal. Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908

Wood, F.H., bright ... 82½%
Wood, R.H., bright ... 80 %
Wood, O.H., bright ... 80 %
Wood, F.H., brass ... 77½%
Wood, R.H., brass ... 75 %
Wood, O.H., brass ... 75 %
Wood, R.R., bronze ... 72½%
Wood, O. H., bronze ... 70 %
Square cap ... 40 %
Hexagon cap ... 40 %
Set Screws ... 70 %

SCREWS. IRON BENCH, No. 14

1 in. ... $11 25
1⅛ in. ... 13 50
1¼ in. ... 15 65

SCYTHES Doz.

Cast steel ... 15 00
Golden Clipper ... 16 00
Little Giant ... 17 00
Bush ... 16 00

SNATHS Doz.

00 Patent ... $17 50
1 loop ... 16 80
2 loops ... 15 80
3 loops ... 14 70
Bush ... 18 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPIDERS

Cast, No. 7, $1; No. 8, $1.05; No. 9, $1.15.

Cast, Nickel Plated:
No. 7 ..$1 26 No. 9......$1 50
No. 8 .. 1 35 No. 10 .... 1 75

SPIKES, SHIP
Base, ⅜ ins. and larger, $5.00 per 100 lbs. ¼ and 5/16 ins., $5.50 per cwt. F.o.b. Montreal, Belleville, Toronto and Hamilton, with freight equalized on these points.

SPOUTS, SAP
Eureka, per M. $15.00

STANDS, WASHTUB
Dowswell, doz. 44 10

STAPLES (Fence)—
Per 100 lb. kegs
Bright $4 40
Galvanized 5 40

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner $21.50
Perfection, No. 33, 3 burner 26.00
Perfection No. 34, 4-burner $34.00
No. 22G oven for above stoves 8 00
Discount, 30 per cent. off list.
McClary Glass Front Oven
No. 170, each, net 4 75
Detroit Glass Front Oven,
No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa, Montreal.
Oil Burning Heaters List
No. 525, each ....$ 8 75
No. 530, each 9 75
No. 630, each 12 50
Discount 30% off list.
Hot Blast ....Plus 10%
30% discount of No. 525, No. 530, No. 630 only.

STRETCHERS, WIRE
Hercules, doz. $3 60

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun. No. 2 .... 22 00

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b.b. ....$ 60 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 45 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b. 55 00
Do., jap., cyco b.b. 50 00
Parlor Queen, nick., cyco b.b. 62 00
Princess, nick., cyco b.b..... 57 00
Standard, jap. fittings...... 46 00
Universal, jap., cyco bear... 48 00
Do., nick., cyco bear..... 53 00
TOY (Bissell's)
Little Daisy 3 00
Little Queen 4 50
Little Jewel 14 00

SWEEPERS, VACUUM (Bissell's)
Doz.
Grand Rapids, nickeled ..$106 00
Household, japanned 94 00
Superba, nickeled 120 00
F.O.B. factory, Niagara Falls, Ont.

SWINGS—
Ontario, 4-passenger $8 75

TACKS Discount
Wire Tacks 70/15%
Revised Hardware Tack List adopted June, 1921 .. 70/10%
Double-pointed tacks 70/15%
Shoe Findings—List adopted November 21, 1921.
F.O.B. Toronto, Hamilton, Montreal and London.

TAPES, MEASURING (LUFKIN)

No.	Description	Each.
263—50	ft. Challenge, Stl.	4 95
103—50	ft. Reliable Jr., Stl.	5 25
243—50	ft. Rival, Steel ...	4 40
553—50	ft. Steel	3 95
1243—50	ft. Rival Jr., Steel .	4 06
603—50	ft. Metallic	3 17
604—66	ft. Do.	3 54
403—50	ft. Linen	2 39
		Dozen.
713—50	ft. Ass Skin	6 15
714—66	ft. Ass Skin	7 37
143— 3	ft. Steel Pocket ...	7 27
145— 5	ft. Steel Pocket ..	9 20
175— 5	ft. Linen Pocket .	6 35
165— 5	ft. Cotton Pocket	1 55

F.o.b., Montreal, Toronto, London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty ....$ 5 43
Upright, with rack 6 40

TOOLS, HARVEST
Waverley, Wellandvale, Rixford, Maple Leaf, Bedford, 60 per cent. off new list.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft..... 0 22½
Brackets for above,per doz.$2 20
National Flat Track, 1¼ in. per 100 ft.............. 10 85
Storm King Flat, No. 60, List less 20-10%
Safety Flat, No. 60, List less 20-10%
Reliable No. 1 and 2 20 cents per ft., less 20-10%
Round Trolley No. 1918, 20 cents per ft., less 20-10%

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in.....$15 90 15 in......$28 80
10 in...... 17 70 18 in...... 36 50
12 in...... 21 20 Less 70%.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 35
Jump, No. 1 .... 8 50
Hawley & Norton, No. 1 ... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE, BINDER per ft.
550 feet 0 17¼
550 feet 0 18¾
600 feet 0 20¼
650 feet 0 21¼
Freight prepaid to nearest station in lots of 300 lbs. and over. (This applies to Eastern Canada only). Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades...	55	55	55
Draining Tools	55	55	55
Hollow Back Scoops	55	55	55
Sand Shovels	55	55	55
Hollow Back Shovels	55	55	55
Hollow Back Coal Shovels	55	55	55
Riveted Back Scoops	55	55	55
Miners' Spring Point Shovels	55	55	55

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST

Plain Back Shovels and Spades, No. 2 black	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovels, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen F.O.B. factory only

TWINE (COTTON)
5-lb. sack, 3-ply, lb. $0 47½
Do., 4-ply, lb. 0 50
Cones, 3-ply, lb. 0 44
Do., 4-ply, lb. 0 47

VALVES AND COCKS
Compression work—Standard..43%
Fuller work—Standard 30%
Basin cocks Fuller, No. 0.... 30%
Nos. 1 and 2 .... 30%
Bath cocks—Compression 32%
Flatway stop and waste cocks, Standard 54%
Roundway stop and waste cocks—Standard 46%
Brass steam cocks, stand.. 40%
Radiator valves—Standard. 58%
Do., removable disc 58%
Globe, angle and check valves, standard 20%
Gate or Straightway 25-10%
Jenkins Gate Valve 25%
Jenkins Globe 19%
J.M.T. 20-10%
J.M.T. C 25-10%
J.M.T. gate valves .. .. .25%
Emco Globe & Check, up to 2 inches 30%
Emco Globe & Check, 2½" and 3 in. 20%

F.O.B. Toronto.
Penberthy Brass Valves
Gate Valves 25%
Regrinding Valves 20%
Swing Check Valves 10%
Compodisk Valves 20%
2 ... . 1 20 2 10

WARES, ETC.
Britannic, list plus 15 per cent.

VALVES, FOOT
1¼ 0 70 1 00
1½ 0 85 1 30
Scotch Grey Ware, 50 and 10%
Colonial, 40%.
Imperial ware, 40%.
Pearl, 40 per cent.
Premier, 20 per cent.
Canada ware, 20 per cent.
Crescent, 50 and 10 per cent.
White ware, 50 and 10 per cent.
Japanned ware, net list.
Japd. ware, white, list, plus 10%.
Plain and Japanned Sprinklers, list plus 10 per cent.
Stamped ware, plain, 50 and 10%.
Stamped ware, retinned 50%.
Copper bottoms, plus 40%.
Tinners' trimmings, plain 50/10%.
Tinners' trimmings, retinned 50%.
Tinners' trimmings, general, write for prices.
Factory milk cans l,ist, plus 15%.
Milk can trimmings, list, plus 33 1-3 per cent.
Cream cans, write for prices.
Railroad cans, write for prices.
Sheet iron ware, list plus 10%.
Pieced ware, ordinary, list, plus 20 per cent.
Pieced tinware, C. B., list, plus 30 per cent.
Fry pans, Acme, 33 1-3 per cent.
Fry pans, Quick Meal, net list.
Spiders, steel, net list.
Fire shovels, japanned, list, plus 10 per cent.
Fire shovels, japanned, list, plus 10 per cent.
Steel sinks, galv'd, net list.
Steel sinks, painted, net list.
Light Galv. pails and tubs, net list.
Heavy Galv. pails and tubs, net list.
Hollow ware, add 40 per cent.
Garbage pails, net list.
Jap. coal hods, list plus 33 1-3%.
Galv. Coal Hods, list, plus 33 1-3%.
Paper Lined Boards, 40 per cent.
Wood-lined boards, 25 per cent.
Copper boilers, 10 per cent.
Copper tea ketles, 10 per cent.
Copper tea kettles, 10 per cent.
Copper tea and coffee pots, 10%.
Stove and other pipe, net list.
Stove pipe elbows, black and galv., net list.
Stove pipe thimbles, 60 per cent.
F.o.b. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in. $18.00; 1 1/16 in., 1⅛ in., 1¼ in. 1 5/16 in., $18.00; 1⅜ in., 1½ in. 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 60% f.o.b. Montreal, Hamilton, Toronto. London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs..

Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb. per 100 lbs...	$2 75	$3 25	$3 50
Section, ½ lb. per 100 lbs...	2 85	3 75	4 00
Solid, 3 to 30 lbs., per 100 lbs...	2 50	2 50	3 00

WHEELBARROWS
Navvy, steel wheel, doz.....$105 00
Garden Steel, doz. 78 75
Light Garden, doz........... 85 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes lighter than No. 9.
No. 9 and heavier .... Base
No. 10 .... $0 06
No. 11 .... 0 12
No. 12 .... 0 20
No. 13 .... 0 30
No. 14 .... 0 40
No. 15 .... 0 55
No. 16 .... 0 70
Annealing, no extra.
Oiled and Annealed, extra, $0.15.
Coppering and liquor finish, extra, $1.00-$1.50.
Tinning, extra, $2.00-$3.00.
Bright base, $3.80.
Annealed base, $3.80.
Galvanized base, $4.60.
Barbed wire, $5.50.
Coiled Spring Wire, 9 gauge, Toronto, $4.65; Montreal, $5.75.
Prices subject to change without notice.
Extra net, per 100 lbs.—Oiled wire, 15c.; bright, soft drawn, 25c-70c.
Stovepipe Wire.
No. 18 ....$ 8 50
No. 19 .... 9 00
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized,

WRENCHES, STILLSON
each
6 inch ....$ 2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 50% Canadian pattern; 42½% on genuine.

WRENCHES, CRESCENT, list plus 10%.

WRINGERS, CLOTHES
Domestic, No. 531E $115 00
Dom. Bench, No. 541EB 174 00
Favorite, No. 511E 105 00
Favorite, No. 512 .... 112 00
Royal Canadian 94 00
Favorite, No. 514 .... 138 00
Ottawa, No. 231E 105 00
Ottawa Bench, No. 341EB.. 162 00
Challenge, No. 311E 95 00
Warranty 115 00
Bicycle, 11 in. 105 00
Eze 102 00
Rapid 92 00
Eureka 64 00
Blue Belle 115 00
Do., Folding B 164 00
Rival 105 00
Model .... 9[illegible] 00
Imperial 102 00
Discounts from above list 30%.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination. viz.: Montreal, Kingston, Ottawa, Toronto, London, Hamilton or St. Marys.

Name of Hardware Merchant and further details supplied upon request

The Answer is—He Didn't!

THE crowd was drawn by a hardware firm in an Ontario town of 700 population. This crowd of over 1,000 people represents customers of the store, drawn from miles around, to attend the picnic given by this firm to its customers. Surely this is evidence of the close relationship between this hardware firm and its customers.

The close relationship between retailer and customer in this instance is typical of conditions existing in hundreds of Canadian towns, villages and cities.

The average hardware merchant (particularly in the smaller cities and towns) has been established for many years. He has a big business connection built up through years of efficient service to his customers. He is well rated, and a desirable man with whom to do business. He influences the buying habits of the people in his community, and in over 90% of the sales made, he is the deciding factor. *"Which one do you recommend?"* is a question asked thousands of times each day in the hardware stores of Canada.

If you can get the effort and enthusiasm of the retail hardware merchants and their clerks, plus their window and interior displays and local advertising behind your goods, you will have secured the co-operation of one of the greatest available selling forces.

HARDWARE AND METAL is paid for, and read, by all the wholesale hardware buyers of Canada, and over 90% of the retailers from coast to coast. They are the men who control the sale of your products to the hardware consumers. HARDWARE AND METAL can put your story before, practically, the entire Canadian hardware trade. One of our representatives would be glad to give further details.

(Only hardware paper in Canada with membership in the Audit Bureau of Circulations).

HARDWARE & METAL

Canada's National Hardware Weekly since 1888

143-153 University Avenue - - Toronto, Canada

Published every Saturday since 1888. The only weekly hardware paper in Canada, and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations

Montreal Branch, Southam Building **Winnipeg Branch, Union Trust Building**

Paints, Oils, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE Montreal Toronto
Per lb., bbls ...0 07 0 07
Less quantities 0 10 0 10

COLORS (DRY) Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1 ..... 06-09½
Do., less quantities..... 11-15
Raw and Burnt Sienna, 100 lb. kegs, lb. 06-09½
Do., less quantities ... 12-15
Imp. green, 100-lb. kegs.. 15
Chrome green C. P..... 40-45
Chrome yellow 25-35
Brunswick green, 100-lb. keg 11-13
Indian red, 100-lb. keg.... 15-20
Do., No. 1, 100-lb. keg.....-08
Lamp black, in bulk 0 24
Packages 25-28
Venetian red, best bright..06½-09
Do., No. 1 .....03¾-05½
Drop black, pure dry 12-15
Golden ochre, 100-lb. kegs .. -05
White ochre, 100-lb. keg.. ..-06
Do. barrels 0 05
Yellow ochre, barrels 03-06
French ochre, bbls. 05-08
Spruce ochre, 100-lb. keg . 05-08
Can. red oxide, bbls. 03
Super magnetic red ... 0 05
Vermillion, Mexican 0 75
English vermillion 1 85
F.o.b. Montreal, Toronto.

CEMENT and BRICK COATING— per gal.
Ad-el-ite, white $4 00
Ad-el-ite, tints 3 75

COLORS IN OIL, PURE
1 lb. tins
Venetian red 0 27
Indian red 0 30
Chrome yellow, pure 0 50
Golden ochre, pure 0 34
French spruce ochre, pure 0 29
Greens, pure 0 35
Siennas 0 36
Umbers 0 36
Ultramarine blue 0 70
Prussian blue 0 95
Chinese blue 0 95
Drop black 0 42
Ivory black 0 44
Signwriters' black, pure . 0 48
Lampblack 0 48
Imperial black, 25-lb. irons 0 39
F.o.b. Montreal, Toronto.

ENAMELS (White) Gal.
Dougall white enamel ....$ 7.43
Vitralite 7 77
Duralite 6 00
Old Dutch 6 27
B-H "White" Enamel 6 50
Martins, White 7 00
Satinette 7 25
C.P. Co. Albagloss 6 30
C.D. Master Painters' 6 75
Mooramel 7 00
Lowe Bros., Linduro, ... 7 00
Sunshine, white 6 00
Kyanize 8 00
Solpar 4 50
Paripan 9 00
Jasperlac 4 25
Invincible 6 00
Hillcrest 7 00
Adelite, A. & E. 7 65
Adelite, A. & E. 5 40
Floglaze 4 50
Ripolin 7 09

GLUE Per lb.
English, sheet 24 30
White pigsfoot ... .-50
Cake bone, 112-lb. bags. 24-30
Hides, 112-lb. bags 30-32
Ground glues, 112-lb. bags—
English, per lb. 22-24
Canadian, per lb. 16-18

GLASS LIST Star or Double
Case lots. 16 oz. or 24 oz.
Up to 25 ... .$ 5 50 $ 9 05
26 to 40 ..... 6 95 11 40
41 to 50 ..... 7 65 12 55
51 to 60 ..... 7 95 13 05
61 to 70 ..... 8 35 13 65
71 to 80 ..... 8 80 14 40
81 to 84 ..... 10 30 17 70
85 to 90 ..... 10 85 18 55
91 to 95 ..... 20 80
96 to 100 ..... 22 60
Cut size sheet glass, 75% off November, 1920 list.
Montreal 70% off.

GLASS PLATE.
Montreal 60% off.

GLAZIERS' POINTS
Zinc coated, 8c, ½-lb. pkg.
F.o.b. Montreal, Toronto

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.O.B. Brantford, 50c; London, 55c; Windsor, 60c per 100 lbs. F.o.b. Toronto and Hamilton, 45c per 100 lbs. F.o.b. Fort William and Port Arthur. 75c per 100 lbs.
Maritime differential 50c per 100 lbs. over Montreal.

Montreal Toronto
Anchor, pure 12 75 13 20
Champion, pure 12 75 13 20
Crown Diamond, pure12 75 13 20
Green Seal pure ... 12 75 13 20
I.V. Perfection 12 75 13 20
Ramsay's pure 12 75 13 20
Moore's pure 12 75 13 20
Tiger, pure 12 75 13 20
O.P.W., Dec., pure .. 12 75 13 20
Elephant Genuine .. 13 25 13 70

B. B. Genuine Lead, less than tons, Montreal, $14.10, Toronto, $14.55.

LEAD (RED DRY) Per 100 lbs.
Genuine, 560 lb. casks $10 25
Genuine, 100 lb. casks ... 11 25
Less quantity 12 75
F.o.b. Montreal, Toronto.
Lead (red in oil) ... ...
Prices on application.

LINSEED OIL
For prices see weekly report.

LITHARGE
Casks, per cwt. $9 25
Smaller quantities, per lb. 0 10¾

LIQUID, BRONZING
Bronzing liquid, No. 1.$1.55-$2.15
Banana oil, gal. 4.25
F.o.b. Montreal and Toronto.

MURESCO ... .. . Per 100 lbs.
White Tints
350-lb. bbls. $7 15 $8 25
200-lbs., half bbls. ... 8 00 9 10
100-lbs., kegs 8 25 9 35
Cases 20 5-lb. pkgs.. 8 80 9 90
F. O. B. Toronto.

OILS—
Fly, Creonoid—
Barrels, per gal. .....$ 0 60
Half-barrels, per gal. 0 65
5s and 10s, per gal. 0 75
1s (1 doz.)..... 12 00
½ gal. cans, 1 doz. to case.. 8 00

PAINTS, PREPARED
Price per gallon, 1 gallon can basis.
Elephant white $3 85
Sanitone, white 3 45
Sanitone, colors 3 35
C.P. Co., pure white..... 3 95
C.P. Co., pure, colors 3 60
C.P. floor paint..... 3 55
Elephant floor paint 3 30
Victoria floor paint 2 90
B.-H. English, colors 3 60
B.-H. English, white 3 95
B.-H. Fresconette, white .. 3 45
B.-H. Fresconette, colors ... 3 35
B.-H. floor 3 55
B.-H. porch floor 3 60
Crown Diamond, white 3 70
Crown Diamond, colors 3 35
Crown Diamond floor 3 30
Crown Diamond, porch 3 30
Do., Flat wall tone, white 3 45
Do., colors 3 35
Moore's House colors, white| 4 35
Do., House Colors, colors. 4 10
Do., Preservo Paint, white 2 95
Do., colors 2 85
Do., floor paint 3 80
Do., Sani-Flat 3 80
Moore's Porch and Deck Paint 4 10
I.V. Elastica, white 3 95
I.V. Elastica, colors 3 70
I.V. Flatine, int. wall, white. 3 85
I.V. Flatine, int. wal, colors 3 75
Lowe Bros., H. S. White, No. 328 ... ... 3 95
Do., H. S., color 3 60
Do., H.S. floor, hard drying 3 55
Do., H. S. Porch 3 60
Mellotone flat wall, white .. 3 50
Do., color 3 35
Jamieson's Crown Anchor .. 3 45
O.P.W. Canada Brand, white 3 95
O.P.W. Canada Brand, colors 3 60
O.P.W. Canada Brand, floor 3 55
O.P.W. Flat Wall, white ... 3 45
O.P.W. Flat Wall, color.... 3 35
Ramsay's Pure, white 3 80
Ramsay's Pure, colors 3 45
Ramsay's floor 3 40
Ramsay's porch 3 45
Glidden's white 3 95
Glidden's colors 3 60
Martin-Senour, 100%, white.. 3 95
Martin-Senour, 100%, colors.. 3 60
Martin-Senour, porch paint .. 3 60
Martin-Senour, Neutone, white3 45
Martin-Senour, Neutone, colors 3 35
Martin-Senour, floor paint .. 3 35
Sherwin-Williams, white ... 3 95
Sherwin-Williams, colors ... 3 60
Sherwin-Williams, floor 3 60
Sherwin-Williams, porch paint3 60
Flat Tone, white 3 45
Flat Tone, colors 3 35
Maple Leaf, white 3 95
Maple Leaf, colors 3 60
Maple Leaf, floor 3 55
Pearcy's Prepared, colors .. 3 05
Pearcy's Prepared, white 3 40
Pearcy's Prepared, floor 3 00
A. &E. Adelite, white 3 95
Do., colors 3 60
Do., Industrial white 3 50

Barrett Products
Everjet Elastic Carbon Paint— Mont. Tor.
Barrels, per gal..... 0 80 0 80
Half-barrels, per gal. 0 85 0 85
5s and 10s, per gal. . 0 95 0 95
1s, per case, doz. .. 12 00 10 50
Everjet Black Enamel—
Crates 2 doz., 8 oz.. $1 45 $1 45
Crates 12 doz., 8 oz. 1 40 1 40
1-gal. cans, gal ... 1 50 1 50
5-10 gal. cans, gal... 1 35 1 35
Barrels-half bbls., gal 1 25 1 25
Carbosota Liquid Creosote Oil—
Barrels 0 60 0 60
Half barrels 0 65 0 65
5s and 10s, gal ... 0 75 0 95
1s (case 12 gals.).... 8 50 9 50
H. T. & A. Co.'s Creosote Oil—
Barrels 0 45
Half-barrels 0 50
5s and 10s 0 60
F.o.b. Montreal, Toronto.

PARIS GREEN 100-lb. lots
½-lb. paper cartons, per lb 0 52
1-lb. paper cartons, per lb. 0 50
½-lb. tins, per lb. 0 54
1-lb. tins, per lb. 0 52
25-lb. tins, per lb. 0 48
50 and 100-lb. drums, per lb. 0 46
250-lb. kegs, per lb. 0 44½
00-lb. barrels, per lb. 0 44
Terms, 1 per cent. 15, or 30 days net.
F.o.b. Montreal, Toronto, Hamilton, London, Ottawa, Quebec, Moncton, St. John's and Halifax.
Yarmouth and P.E.I. points ¼c per lb. extra.

PUTTY
See weekly report.

ROSIN—
In barrel lots Per 100 lbs.
G., medium grade ... 5 00 7 50
Water white 7 00 9 50

SHELLAC Pure White. Pure. Orange.
Per Gal.
In bbls. 4 65 4 15
Gal. jugs 5 00 4 50
F.o.b. Toronto, London, Montreal.

SHINGLE STAINS
Ord. Colors. Greens
Sherwin-Williams . 1 39 1 60
B.-H. Anchor 1 40 1 60
M.L. Creosot 1 40 1 60
Soligum 1 25 1 60
Martin Senours .. 1 40 1 60
Elastica 1 40 1 60
Hillcrest 1 40 1 60
"C.D." Shingle Stain 1 20 1 40
Canada Paint, ... 1 75 2 00
O.P.W. Creolin .. 1 30 1 50

TAR Mont. Toronto.
Coal tar, refined . 10 25 10 50
Do., crude 9 00 9 25

PAINT AND VARNISH REMOVER
High Standard 3 00
Taxite, 1 gal. cans 3 00
B.-H. Vanisher 3 00
Chalco 3 00
Klensa 3 60
Cumoff 3 00
Dougall Lingerwett 3 25
Takeoff 3 00
O.P.W. Presto 2 60
Solvo 3 60
Varn-off 3 00
Adelite 3 00

VARNISHES Per gal. cans
B.-H. Floors 4 08
B.-H. Maritime Spar 5 13
B.-H. Hard oil 2 76
B.-H. Gold Medal 3 42
Elastilite 3 85
Granitine Floor Finish 3 85
Hydrox Spar 3 95
C.P.C. Sun Varnish 4 30
Glidden Wearette 3 90
Glidden Floorete 3 90
C.P.C. Sun Aero Spar 4 50
C.P.C. Sun Waterproof Floor 4 40
I.V. Elastica, No. 1 ..... 4 89
Do., No. 2 ..... 4 48
Do., Floor 4 00
Jasperite Interior and Exterior 3 75
Jasperite Indestructo, floor .. 3 75
Jasperite Pale Hard Oil 2 75
P. & L., No. 61..... 5 04
Jamieson's Copaline 4 00
M-S Marble-Ite Floor 4 22
M-S Wood-Var. 4 06
M-S Durable Spar 5 13
M-S Finest Interior 4 87
Moorlastic Floor 4 25
T. 45 Floor 3 50
Moorvar Interior 3 25
Moore's Spar 5 00
Elastic Interior 3 14
Mar-not 3 93
Quick Action House 2 65
Rexspar 5 04
Scar-Not 4 66
Lowe Bros., durable floor .. 4 50
Solpar, Spar Marine 6 00
Solpar House Spar 4 50
Solpar Floor 4 50
Solpar Interior 3 50
Kyanize Spar 5 15
Kyanize Cabinet Rubbing . . 4 85
Kyanize Interior and Floor . 4 85
Luxeberry light 4 75
Luxeberry granite 4 90
Luxeberry spar 5 62
Ramsay's Universal 3 75
Ramsay's Agate Floor 3 95
Ramsay's 400 Hard Oil 3 25
Ramsay's, No. 720 ..
"C.D. Big 4" Exterior 5 00
Do., Do., Interior 4 50
"C.D. Big 4" Floor 4 40
C. D. General purpose 4 18
C. D. Furniture 2 25
Dougall Univarnish, clear.. 4 40
Dougall Transparent, spar. 4 90
Dougall Transparent, floor. 4 40
Copalite 4 90
Adelite, No. 103, Floor 3 90
Adelite, No. 105, Flat 3 90
Adelite, No. 100, Spar 5 70
F.o.b. Montreal, Toronto.

WATER PAINTS
Rockface, bbls., 250 lb. 0 65
Opalite, 300 lb. bbls. 0 17½
Opalite, 100 lb. pkg. 0 18½
1 gal. packages, per pkg. 1 00
½ gal. package, per pkg.. 0 52½
Ramsay's "Ideal", 310 lb. bbls. 0 40½

WATER PAINTS (per 100-lbs.)
Frescota $7 50 8 50
5-lb. pkgs. White. Colors.
Decotint 8 50 9 00
Coralite 9 00 9 00
Perfecto 8 50 9 50
Solpar 0 40
C. D. Wall Coating, white... 8 75
Do., colors 9 25

Hygienic Kalsomine. per 100 lbs.
White Tints.
300 lb. bbls. $7 00 $8 00
100 lb. kegs 8 00 9 00
Cases of 25 pkts. .. 10 00 11 25

WASTE
Cream, Polishing 0 19½ 0 20..

WHITE
XXX....0 18½ XXX ex. .. 0 17
XX.... 0 16½ XX grad. . 0 16
X..... 0 15½ XLCR . . . 0 15
XC.... 0 14½ X empire . 0 14
X press . . 0 13

COLORED
No. 1... 0 13½ Fancy . . . 0 14
No. 1A. 0 11½ Lion . . . 0 12½
No. 17. .0 12½ Standard. . 0 11
N. 1B.. 0 10½ Popular . . . 0 10
Keen... ..0 09
Above lines subject to trade discount for quantity.

WAX
B.-H. Wax $0 45
Berry Bros. 0 70
Imperial Floor Wax 0 35
Anchor 0 38
O.P.W. Lion Brand 0 38
Old English 0 67
Johnson's 0 67
Jamieson's liquid wax, gal. . 3 50
Ramsay's 0 45
Martin-Senours 0 38
I.V. Wax 0 38
Sherwin-Williams 0 60
Solpar 8 80 9 90
Crown Diamond 0 40
Hillcrest 0 45
Plymouth Rock 0 45
Champion white 0 50
Ad-el-ite paste 0 45
F.o.b. Montreal, Toronto.

WHITING
Gilders, bolted, in bbls. 3 50

WOOD ALCOHOL ... ...Per gal.
In five gallons $1 75
Methylated Spirits 1.90-2.35
F.o.b. Montreal, Toronto, London.

Window Glass

RED

Also Plate, Figured, Bent, and Ornamental Glass

Stained, Wired, Mirror

Order Early

The Toronto Plate Glass Importing Co., Limited

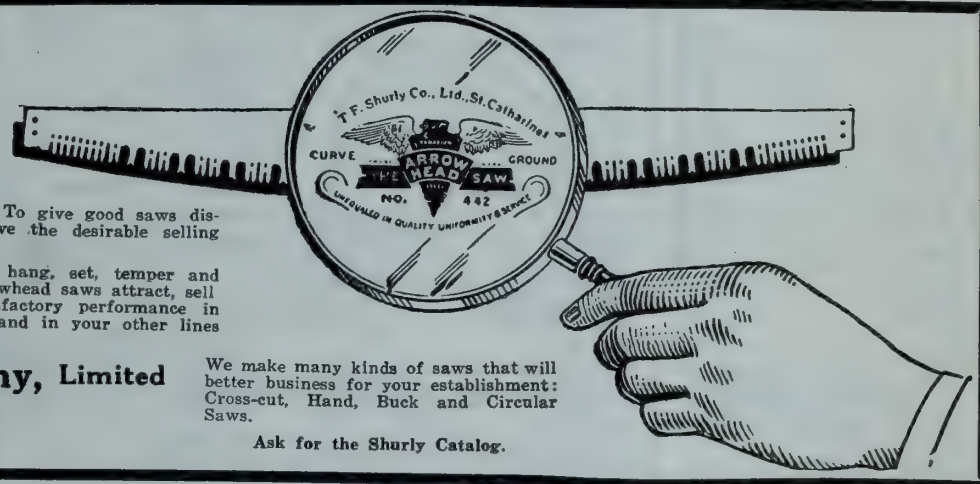
Don Roadway **Toronto**

Arrowhead Saws

Vanadium Steel

How you sell saws depends partly on your salesmanship. You can sell a poor saw but once; to sell saws successfully and build yourself a permanent business you must sell good saws. To give good saws distinction and individuality they must have the desirable selling points of superior saws.

Arrowhead saws have those points; the hang, set, temper and finish are right, and they sell right. Arrowhead saws attract, sell and satisfy your customers. Their satisfactory performance in service creates confidence in your store, and in your other lines of goods.



T. F. Shurly Company, Limited
St. Catharines
Ontario

We make many kinds of saws that will better business for your establishment: Cross-cut, Hand, Buck and Circular Saws.

Ask for the Shurly Catalog.

THE CREDIT MAN of a manufacturing or commercial concern must know now the financial standing of the firms to whom his company extends credit. He has his Dun or Bradstreet.

The Purchasing Agent or the buyers of various departments must be convinced that the goods delivered are as represented in both weight and quality. They have their scales and testing apparatus.

The Advertising Man must know that the circulation claims of the papers with which he does business are justified by the facts. He has the reports of the Audit Bureau of Circulations.

Good firms invite investigation of their rating or their merchandise.

Good papers furnish A. B. C. reports to their advertisers.

Hardware and Metal is a member of the Audit Bureau of Circulations.

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15,50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Leemok List	Smkless List
BB Caps .	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ..	$23 50	.....	.....
32 Short ...	23 50	.....	70 00
25/20	.....	.....	70 00
25 Colt Auto	.....	.....	53 00
30 Mausey .	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt .	33 50	.....	.....
32 Colt Auto	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 50
30/30	.....	.....	144 50
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
35/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester and Savage Ammunition, 40%; U. M. C., 40% off Dominion List.

Dominion Amunition — Discount 30/20% off Dominion List.

ANVILS

Peter Wright, 60 to 79 lbs., 28c a lb.; 80 lbs. and over, 26c.

Farriers' Clip Horn, 27c a lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen.

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices.

Irwin ....15% on list

Common .. ..30% off list

AXES

Single Bit	$15 50	$19 00
Double Bit	.....	24 00
Broad Axes		60 00

AXES, BENCH

No 2	$ 20 52
No 3	23 10
No. 4	25 14
No. 5	27 70
No. 6	30 80

BAR IRON

Round and square.—3-16 in., ¼ in., and 5-16 in., $4.40 base. Round and square 3-8 ins. to 2 ins., and flats up to and including 1 in. x 4 in., $4.25 base. Round and square over 2 in., up to and including 2¾ in, and flats over 1 in. x 4 in. up to 6 in. wide, $5.00 base. Rounds over 2¾ in to 6 in., $5.50 base. Swedish iron, $8; sleighshoe steel, $5.50; spring steel, $5.75; machinery steel, $8.

BARS, CROW, $10.00 per 100 lbs.:

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.: rawhide, sides, $2.50: cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under 58%; over 6 in., 47%.

Agricultural or No. 1 leather belting, 15/10/10/10% off list.

Standard, 15/10/10% off list. Extra 15%.

BOARD, BEAVER Per M ft.

1,000 ft. to 5,000 ft....... $51.50

BOILERS, RANGE

30-gal., each ....$ 10 00

BOLTS—

Carriage, 3-8 in. and smaller, up to 6 in., 32½%; over 6 in., 20%, 7-16 in. and larger, 15%; Machine, 3-8 in. and under, up to 4 in., 45%; over 4 in., 32½%; 7-16 in. and over, 32½%; machine set screws, 25%; plough bolts, 25%; stove bolts, 65%; shaft bolts, 12½%; tire bolts, 40%; sleigh shoe bolts, 12½%.

BORAX Borax, per lb., 12c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	0 36
3 x 3 in.	0 37
3½ x 3½	0 38
4 x 4 in.	0 50
4½ x 4½	0 75
5 x 5 in.	1 30

Wrought Steel—

No. 800	net prices
No. 804	net prices
No. 838	net prices
No. 840	net prices

CARPET FELT Per Roll

16 oz.—50 lbs.	4 70
20 oz.—54 lbs.	5 90

CHAIN

Coil, Elec. Weld, 3-16 in., $18.18; ¼ in. $16.56; 5-16 in., $14.04; ¼ in., $12.04; 7-16 in., $11.62; ½ in., $10.95; 9-16 in., $10.95; ⅝ in., $11.55; ¾ in., $11.30.

B.B. Short Link—3-16 in., $17.75; 7-16 in., $15.40; ½ in., $15.75; 9-16 in., $15.75; ⅝ in., $14.15; ¾ in., $13.95; ⅞ in., $13.35; 1 in., $13.15.

Logging—¼ in., $19.06; 5-16 in., $16.54; ¼ in., $14.54; 7-16 in., $14.12; ½ in., $13.45.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.50; B, per doz., $1.65; Rochester plain top, per doz., $2.40.

CHOPPERS, FOOD

Universal, No. 0, $2.30; No. 1, $3.15; No. 2, $3.75; No. 3, $5.00.

CHURNS

Power — No. 0, $7.50; No. 1, $7.50; No. 2, $8.50; No. 3, $9.50; No. 4, $13.75.

Hand — No. 0, $7.50; No 1, $7.50; No. 8, $8.50; No. 3, $9.50; No. 4, $13.75.

CLEVISES, MALL. 21c per lb.

CLIPPERS, HORSE Each

Stewart, No. 1	$10 88
Hand, Newmarket	8 60

CLOCKS—Alarm

	Each
Big Ben	$3 85
Baby Ben	3 85
America	1 80
Sleepmeter	2 35

CLOTHES LINE WIRE Doz.

50 foot, 19 g.	$4 40
100 foot, 19 g.	7 25
150 ft x 19 ga.	10 50

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 .. .. 0 58 lb.

DRILLS

See Eastern list.

Bit stock discount 40%

Blacksmiths' ½ inch shank...35%

Straight shank 35%

Do., wire 25%

Taper shank 25%

EAVESTROUGH

Eavestrough, per 100 ft., 8 in., $5.48; 10 in., $6.08; 12 in., $7.29; 15 in., $10.13.

Conductor pipe, 2 in., per 100 ft., $6.69; 3 in., $7.70; 4 in., $9.72; 5 in., $13.77.

FILES

Globe ... ... Discount 60%

Nicholson Gen. ... . Discount 35%

FITTINGS—Malleable

Class A	55%
Class B and C, off new list.	65%
Bushings	20%

Unions, "Dart"—

¼ to 2-in. 18% and 25% off.

+, 2*, 3½, 4", 5 and 25% off.

Nipples, 4 in. and under 45%

FRY PANS Each

Cast iron, No. 8.......... $1 05

No. 9.......... 1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in.	$ 7 50	....
26 to 40 in	9 25	14 60
41 to 50 in.	10 10	15 80
51 to 60 in.	10 40	16 35
61 to 70 in	10 80	16 95

GLASS (Plate)

60 per cent.

GLOBES, LANTERN Doz

Cold Blast	$ 1 50
Short	1 50
Genuine Ruby	5 00

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

price of "single."

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 60 per cent.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65

Bell Face

	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $22.50 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lb. $16.00 per cwt.

HINGES—Net prices.

Light Strap.—3 in., 93c per doz. prs.; 4 in., $1.18; 5 in., $1.27; 6 in., $1.60; 8 in., $2.33; 10 in., $3.27.

Light Tee—3 in., 93c per doz. prs.; 4 in., $1.00; 5 in., $1.20; 6 in., $1.40; 8 in., $1.67; 10 in. $2.27.

Heavy Tee—4 in., $1.75; 5 in., $2.20; 6 in., $2.45; 8 in., $2.80; 10 in., $5.05; 12 in., $7.90; 14 in., $8.50.

Heavy Strap—4 in., $2.45; 5 in., $2.55; 6 in., $2.65; 8 in., $3.75; 10 in., $6.70; 12 in., $7.75; 14 in., $9.40.

Corrugated Tee—4 in., $2.45; 5 in., $2.70; 6 in., $3.65; 8 in., $5.75; 10 in., $8.25.

Corrugated Strap—4 in., $1.60; 5 in., $2.20; 6 in., $2.85; 8 in., $4.75; 10 in., $7.20; 12 in., $11.05.

Screw Hook and Strap.—6 in., $4.45 per doz. prs.; 8 in., $4.95; 10 in., $6.60; 12 in., $7.20; 15 in., $7.75; 18 in., $11.35; 21 in., $12.75; 24 in., $16.50.

HORSESHOES

Iron, No. 0 to 1, $9.75; No. 2 and larger, $9.50; snowshoes, No. 0 to No. 1., $10.00; No. 2 and larger, $9.85; hand drilled, No. 0 to 1, $17.50; No. 2 and larger, $17; toe weight, $13.30.

HOSE, GARDEN

½ in x 3 ply	9 50
⅝ in. x 3 ply	11 00
¾ in x 3 ply	13 00

IRON GALVANIZED

Premier; Apollo and "Fleur de Lis"

10¾ oz. or 28 Eng.	8 20
28 Am. or 26 Eng.	7 80
26 Am. or 26 Eng.	7 20
24	7 05
22	7 05
18 and 20	6 90
16	6 75

IRONS, SAD

Common Sad Iron, 6 and over 18c per lb.; 4 and 5 lbs. 20c per lb.

Mrs. Potts' No. 55, set $2 10

Mrs. Potts', No. 50, set 2 20

Mrs. Potts' common sad iron handles, $1.80 dozen. Mrs. Potts' improved, $2.50 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$17 50
Lightning	17 50

LADDERS, STEP

Common, 4 ft., $1.35; 5 ft., $1.80; 6 ft., $2.05; 7 ft., $2.35; 8 ft., $2.70; 10 ft., $3.85.

LADDERS, EXTENSION

20 to 32 ft., per ft., 29½c; 36 to 40, 32¾c.

LANTERNS

Cold Blast

No. 2 Japaned	13 50
No. 2. Coppered	16 25
No. 2, plain	12 75
Short Globe, doz.	12 75

LATCHES—THUMB, STEEL

	Doz.
102	$2 40
103	2 45
104	2 85
Barn Door	
5	3 85
8	4 25
9	6 50

LEAD PIPE, $12.06.

LEAD WASTE, $12.96.

WHITE LEAD

Decorators' pure, 25 lb. drums, $14.35 per 100 lbs.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	$9 55
New Century	16 30
Canadian	10 85

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$16 00
O-Cedar, No. 3	16 00
Self-wringing	6 70
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt	......$	10 50	$11 00
Empress	....	12 50	13 25
Daisy	....	7 75	8 00
Star	......	7 40	7 85
K—3-blade	9 60	10 25	10 60
C—4-blade	10 70	11 25	11 75
BB—4-bld.	12 45	13 00	13 65

NAILS

Wire, f.o.b. Fort William, $4.75 base; Winnipeg, $5.40. Cut f.o.b. Winnipeg, $7.00

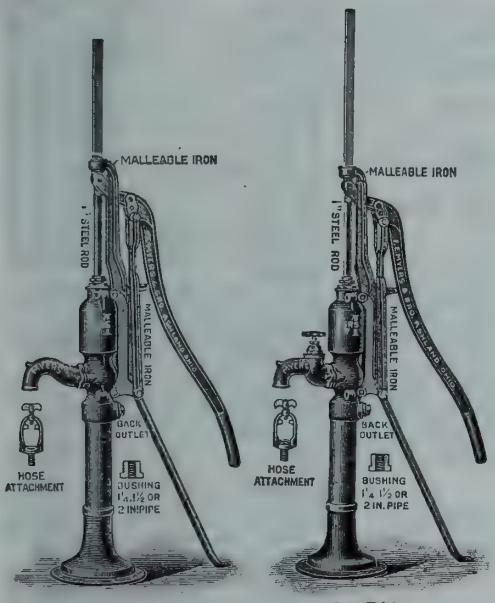
NAILS, HORSE, 25-lb. Box

	MRM	Capewell	New Peerless
No. 4	....	....	$7 25
No. 5	$5 25	$7 00	5 25
No. 6	5 00	6 75	5 00
No. 7	4 75	6 50	4 75
No. 8	4 75	6 25	4 75
No. 9	4 00	6 00	4 50

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada



No. R94½ No. R94

Myers Tubular Well Stands

A special feature in connection with the Myers' Defiance Pumps is that the entire head or handle fulcrum and handle are made from the best annealed malleable iron, making the construction strong and eliminating all risk of breakage. Another feature is that instead of the old style set screws being used to hold the handle fulcrum at any particular point, a better and stronger plan has been adopted, using heavy lugs cast on the top and bottom of the air chamber at three separate points to which the head or handle fulcrum proper is bolted by means of heavy bolts. This permits of the spout being located at the right or left side or straight away from the handle. The handle fulcrum comes half way down on the pump body and connects at that point with a heavy wrought iron brace which extends to the floor, thus forming a triangular brace, and bringing the entire strain on the base of the pump instead of at the top as in other makes. The piston rod is 1 1-8 inch drawn polished steel, welded securely to the flat windmill bar, giving the greatest possible strength. The spout is bolted to the pump head and can be easily changed.

Myers Defiance Tubular Well Stand

Fig. 905 illustrates a Tubular Well Standard, either force or lift, cut in half, showing all parts in detail. All Myers' stands are constructed on the same lines. The reservoir head, which also serves as an air chamber, is fitted with syphon spout, which throws a continuous stream. This head is tapped for 2-inch pipe, as indicated at letter B. Into this head is screwed the reducer casting marked D. The lower end of D is tapped for 1¼ and 1½-inch pipe as indicated at C. When using the pump stand for 1¼ and 1½-inch pipe, it remains as shown. If it is desired to use 2-inch pipe, remove the casting D, which makes a Tubular Well Stand, through which a 2-inch plunger can be withdrawn through stand as in Fig. 648.

The illustration represents the force stand. The lift stand is the same in every respect, with the exception that instead of the stuffing box we use a tight cap, and on the force stand the reducer casting D is much shorter than shown in cut, this long casting is used only on lift pump.

The Cock Spout, used on these pumps, is of the compression pattern with the hand wheel located above the spout, convenient to the user. This spout is a new design, and we believe superior to any cock spout ever offered to the trade. It is fitted with rubber faced valve, and operated by means of a hand wheel, which makes a positive and quick shut-off. The entire mechanism can be removed through the top of the spout by the use of an ordinary wrench. It is fitted with a flange face which bolts directly to a faced surface on the side of the pump head, and is held in position by means of two cap screws. The plain and cock spouts interchange on the same pump.

Displays and local advertising will make it known that your store is headquarters for good pumps. This is good business and well worth going after.

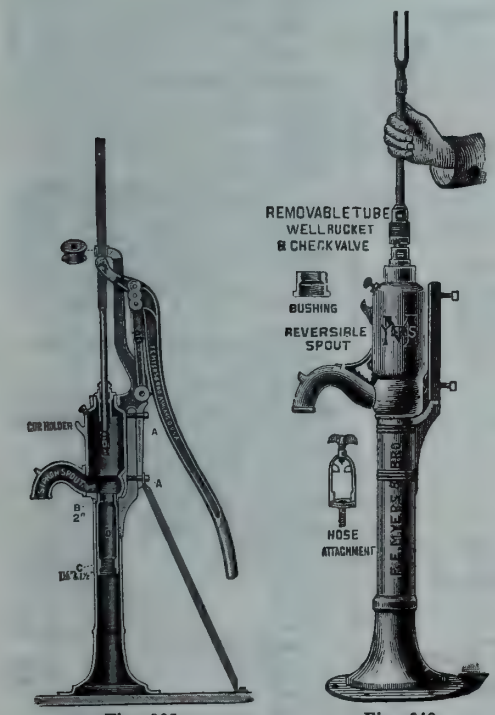


Fig. 905 Fig. 648

Early Orders Make Early Sales

The J. H. Ashdown Hardware Co., Limited

CALGARY WINNIPEG SASKATOON

If interested tear out this page and place with letters to be answered.

Winnipeg Hardware Quotations—Continued

NETTING—POULTRY
1 in. mesh x 24 in. $6 75
30 in. 8 20
36 in. 9 70

NUTS
Square, small lots, blank, $2.75; tapped, $3.25 advance on list; Hexagon, small lots, blank, $3.00; tapped, $3.50 advance on list; case lots all styles, 1c less than above.

OAKUM
Clipper, spun, bale 50 lbs. $11 50
Clipper, unspun, bale, 50 lbs. ....
Plumbers, bale 50 lbs. 5 00

OILS— Gallon
Kerosene 0 23½
Gasoline 0 36½
White Rose Gasoline 0 39½
En-ar-co Motor Oil, med. and heavy 1 10
Do., ext. heavy 1 10
Black (summer) 0 32
Black (winter) 0 33
Imperial kerosene tractor. 1 00
Capital cylinder 0 83½
Castor machine 0 49½
Imperial gas engine 0 66
Discount 10%.
Polarine 1 25
Polarine A 1 25
Polarine heavy 1 25
Gargoyle Mobile A 1 71½
Gargoyle Mobile B 1 81½
Gargoyle Mobile BB 1 81½
Gargoyle Mobile E and Arctic 1 56½
Fuel oil 0 14
Discount 25%.
Wm. Penn Motor, medium 1 25
Do., heavy 1 25
French C. medium 1 00
French A, heavy 1 00
Transmission, No. 1 .... 1 00
Steam Cylinder, No. 650C. 1 00
Volunteer, reg. gas engine 0 65
Century Caster Machine ... 0 52
Melrose Harvester machine.. 0 70
25% and 10%.

PAINTS, PREPARED
See weekly report.
(1 gallon can basis)
Stephens' white 4 10
Stephens' colors 3 75
Stephens' floor 3 70
Silkstone white 3 60
Silkstone colors 3 50
Stephens' barn 2 50
Stephens' barn, extra color 2 35
Lion white 4 10
Lion colors 3 75
H. D. floor 3 70
Velvetone white 3 60
Velvetone tints 3 50
Ramsay's white 3 95
Do., colors 3 60
Dultone, white 3 60
Do., colors 3 50
Martin-Senour, white 4 10
Senour's floor 3 70
M.S. Neutone, white 3 60
M.S. Neutone, colors 3 50
M.S. Red Schoolhouse 2 40
M.S. Standard Barn 4 15

PAPER, BUILDING
Dry Fibre, No. 1 .... $1 25
Sunrise 1 00
Anchor, tarred 1 45
O.K. tarred 1 45
Tarred Felt. 5 85

PICKS, CLAY
5-6 lbs., $10.00; 6-7 lbs., $11.00 doz.; 7-8 lbs., $12.00.

PIPE, WROUGHT
Per 100 feet.

	Blk.	Galv.
⅛ in	$ 6 25	$ 8 50
¼ in.	4 96	7 48
⅜ in.	5 10	7 63
½ in.	6 56	8 50
¾ in.	7 90	10 10
1 in.	11 27	14 53
1¼ in.	15 25	19 67
1½ in.	18 25	23 50
2 in.	24 55	31 65
2½ in.	38 80	50 00
3 in.	50 80	65 45
3½ in.	65 50	88 20
4 in.	77 60	[illegible]
4½ in.	88 85	113 20
5 in.	103 60	132 00
6 in.	134 40	171 25

PLASTER PARIS
Per barrel 6 75- 7 50

PLATES, CANADA
18 x 21, per box, blued, $7.25; 18 x 24, blued, $7.25; 20 x 28, blued, $7.25.

	Liquid Veneer	O-Cedar
4-oz.	$ 2 40	$ 2 40
12-oz.	4 80	4 80
1-quart	10 00	12 00
½-gal.	....	20 00
1-gal.	28 08	28 00

PULLEYS, CLOTHES LINE Doz
No. 58, jap. 5" wheel $4 90
No. 158, gal. 5" wheel 5 10

PUMP OILERS, GENUINE CANNON
No. 351, $14.50 doz.; No. 353, $16.25 doz.; No. 355, $18.00.

PUMPS
Pitcher spout, No. 1, $2.65 each; No. 2, $3.30 each; No. 3, $3.65 each; No. 4, $3.85 each.

TTY
100-lb. irons $5 00
20-lb. irons, per cwt. 5 50
1½ lb. tins 0 10½

RIVETS AND BURRS
Iron rivets, 30%; copper, No. 8, 42½c; No. 10, 46c; No. 12, 49¼c.

ROPE
British Manila—¼ in., 5-16 in., 22½c.; ⅜ in., 22c.; 7-16 in., ½ in., 9-16 in., 21½c.; ⅝ in., 21c.; ¾ in., and larger, 20½c.
Pure Manila.—¼ in., 5-16 in., 26½c.; ⅜ in., 26c.; 7-16 in., ½ in., 9-16 in., 25½c.; ⅝ in., 25c.; ¾ in. and larger, 24½c.
Sisal.—¼ in., 5-16 in., 20½c; ⅜ in., 20¼c.; 7-16 in., ½ in., 9-16 in., 20c.; ⅝ in., 19½c.; ¾ in. and larger, 19c.
Lath yarn, 18½c.
Cotton Rope—3-16 in., 51c.; ¼ in. and up, 49c.

SANDPAPER—

	B. & A. Quire	B. & A. Ream	Star Quire	Star Ream
00, 0	$0 45	$ 8 07	$0 43	$ 7 88
½	0 47	8 55	0 43	7 88
1	0 52	9 67	0 45	8 35
1½	0 63	11 30	0 50	9 25
2	0 72	13 05	0 60	11 00
2½	0 82	15 00	0 80	14 65
3	0 92	17 10	0 90	16 70

SASH BALANCES (Caldwell)
50% on list.

SAWS, BUCK
Happy Medium, $17.25; Watch Spring, $17.50; Lance Tooth or Lightning Blades, $20.00.

SCREWS
Bright iron round head, 75/5%; flat head, 77½/5%; oval head, 75/5%; round head, brass, 70/5%; flat head, brass, 75%; coach, 42½%.
Set Screws, 5%. Cap Screws, 15%.

SCYTHES— Doz.
Bramble .... $....
Bush 20 50
Excelsior ....
Cast 20 00

SHOVELS AND SPADES
Shovels—Fox and Olds, D.H., Sqr. Pt., $14.75 per doz.; D.H., Rd. Pt., $14.75; L.H. Sq. Pt., $14.75; L.H. Rd. Pt., $14.75; Bulldog & Jones, D. H., Rd. Pt., $17.80; D.H., Sq. Pt., $16.95; L.H. Rd. Pt., $16.95; L.H., Sq. Pt., $16.95. Black Cat and Moose & Jones Scoops — No. 4, $19.68; No. 6, $20.38; No. 8, $21.08.

SLEDGES, BLACKSMITHS'
No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS
No. 2 loop $17 95
Bush 19 50

STEEL SHEETS, BLACK
10 gauge 5 70
12 gauge 5 70
14 gauge 5 80
16 gauge 5 90
18-20 gauge 6 30
22-24 gauge 6 35
26 gauge 6 40
28 gauge 6 65
37½%.

STANDS Each
Washtub, Reverse Drip $4 15
Range boiler, 12 in. 1 50

SWEEPERS — VACUUM Doz.
Grand Rapids, nickeled $109 00
Household, japanned 97 00
Superba, nickeled 128 00

SWEEPERS, TOYS, BISSELL'S
Little Daisy, per dozen ... 3 00
Little Queen per doz. ... 4 50
Little Jewel 14 00
F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 26 to 27c.

SPIKES — BOAT
Pressed, ¼ in., $10.80; 5-16, $10.05; ⅜ in., $9.25; ½ in., $9.

STAPLES
Bright iron, $5.00; Fort William, $5.65, Winnipeg.

STEEL
Sleighshoe, $5.50 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.55 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $9.30; tire, $7.50. Mild, rounds and squares, 3-16, ¼, 5-16, $4.40 base. Round and square, ⅜ to 2 in., and flats up to and including 1 in. x 4 ins., $4.40 base. Round and ins., $5.50 base. Band steel, $5.20 base.

STEEL HOOPS
½ in., $8.35; ⅝ in., $8.00; ¾ in., $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES
10% on list.

TACKS. Carpet, 70% off list.

TIES Cow. ....

TIN AND TERNE PLATE—
20 x 28 IC box $21 50
20 x 28 I.X. box 24 75
20 x 33 I.C. box 26 25
20 x 33 I.X. box 31 00
Terne plates 24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$..
No. 1	2 85	5 20	3 85
No. 1½	4 85	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$29 55
No. 1	22 20	24 35
No. 2	19 00	21 10
No. 3	16 80	18 00

TURPENTINE
See weekly report.

TWINE (WRAPPING) Lb.
Cotton, 3-ply cones 0 46
Cotton, 3-ply, balls 0 50
Cotton, 4-ply, cones 0 48
Cotton, 4-ply balls 0 32

VARNISHES—
Stephens' Luminette, gal....$4 00
Stephens' Exalite, gal. 4 75
Lion Brand Color Varnish, per gal. 4 50

WARES, ETC.—
Scotch Grey Graniteware.
Colonial Imperial Pearl, 15% off.
Premier Canada Diamond, plus 10%.
Whitewear, 30% off.
Japanned Ware, list, plus 25%.
Japanned Ware, white, list plus 35%.
Japanned Sprinklers, list plus 45%.
Stamped Ware, plain, 37½ and 10% discount.
Stamped Ware, retinned, 40%.
Pieced Tinware, ordinary, list plus 60%.
Pieced Tinware, copper bottoms, list plus 67½%.
Sheetiron Ware, list plus 52½%.
Light Galvanized Pails, plus
Tubs—
Light, plus 37½%.
Heavy, 35%.
Pails and Tubs, plus 37½%.
Jap, Coal Hods, list plus 62½%.
Galvanized Coal Hods, list plus 62½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$ 12 70	$13 20
¼ in.	11 26	11 76
5-16 in.	10 62	11 12
⅜ in.	9 90	10 40
7-16 in.	9 34	9 84
½ in.	9 02	9 52
9-16 in.	8 94	9 44
⅝ in.	8 86	9 36
¾ in.	8 78	9 28
⅞ in.	8 70	9 20
1 in.	8 70	9 20
1⅛ in.	8 70	9 20
1¼ in.	8 86	9 36
1⅜ in.	8 86	9 36
1 7-16 in.	8 86	9 36
1½ in.	8 86	9 36

WASTE
Cream, polishing 0 24½

WHITE
XXX Extra $0 21
XX Grand 0 20
XLCR 0 19
X Empire 0 17½
X Press 0 16

COLORED
Fancy $0 17½
Lion 0 16
Standard 0 14½
Popular J 0 13
Keen 0 11½
Above lines subject to trade discount for quantity.

WEIGHTS, SASH Per 100 lbs
Sectional $7 50
Solid 7 00

WELL WHEELS Doz.
Cast, covered, 8 in....... $11 60
Cast, plain, 10 in. 15 60
12 in. 18 85
14 in 24 00

WHEELBARROWS Each
U. S. ....$ 6 60
General purpose 7 90
Stone 18 75
Navvy, doz. 106 00

WIRE — BARB
Lyman, 4-point, $4.75, Winnipeg; Glidden Cattle, 2-pt., $4.55, Winnipeg; Baker, 2-pt., $4.45, Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $5.60; No. 12, $5.80; coil spring, plain, Winnipeg, No. 9, $5.65; No. 12, $5.85.
Patented screen in 100-ft. rolls. $3.50 per 100 sq. feet.

WIRE — PLAIN
Bale ties, 14-gauge, single loop. $6.85 Winnipeg, $6.20 Ft. William.
Brass snare wire, per lb., 90c.

WIRE — ANNEALED
No. 9, $6.00; No. 10, $6.06; No. 12, $6.20; No. 14, $6.40; No. 15, $6.55; No. 16, $6.70 per 100 lbs.

WRENCHES — NUT
Agricultural—
6-inch $5 25
8-inch 6 30
10-inch 7 75
12-inch 9 45
15-inch 12 60
Perfect Handle—
6 inch 15 00
8 inch 17 50
10 inch ....
12 inch ....
15 inch ....
18 inch ....

WRENCHES—PIPE
Trimo—40% off list
Stillson—30% off list.

Always Ready	Dozen — Black	Dozen — N. P.
No. 1	$4 60	$ 5 60
No. 2	6 30	6 75

WRINGERS, CLOTHES Doz.
Universal $40 50
New Eze 75 50
Regent 60 00

THE BUYERS' GUIDE

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Canadian Hart Products Ltd., Hamilton, Ont.

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ALUMINUM
British Aluminium Co., Toronto.
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

ALUMINUM WARE
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The Aluminum Specialties Co., Ltd., Toronto.
The Aluminium Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
The Ideal Aluminum Products Ltd., Toronto.
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The Sheet Metal Products Co. of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

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Dupont Powder Co., Wilmington, Del.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANGLE BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

ANVILS
Thos. Davidson Mfg. Co., Ltd., Montreal.

ARMS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corpn., Utica, N.Y.

ART GLASS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.
Pilkington Bros., Limited, Thorold, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Toronto Plate Glass & Importing Co., Toronto.

ASH CANS
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ASH SIFTERS
The Burrowes Mfg. Co., Toronto.
Geo. W. Reed & Co., Montreal.
J. Samuels, Toronto.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

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Canadian Winkley Co., Ltd., Windsor, Ont.
The Carborundum Co., Niagara Falls, N.Y.
B. J. Coghlin, Ltd., Montreal, Que.
Goodell-Pratt Co., Greenfield, Mass.
The Hamilton Cotton Co., Limited, Hamilton, Ont.
Will. B. Lane, Chicago, Ill.
Mayhill Radiators Limited, Winnipeg, Man.
Motor undriSes Corp., Ltd., Toronto.
Smith & Hemenway Co., Inc., Irvington, N.J.
Trimont Mfg. Co., Roxbury, Mass.
Wilkinson & Kompass, Hamilton.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Can. Foundries and Forgings, Ltd., Brockville, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

AXLES, CAR
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Hoyt Metal Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

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Continental Paper Products Limited, Ottawa, Ont.
Montreal.

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The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BARN DOOR HANGERS
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

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W. D. Beath & Son Limited, Toronto, Ont.

BASKETS
Walter Woods & Co., Hamilton, Ont.

BASEBALL BATS
Darrah Bros., Sutton, Que.

BATTERIES, DRY
Canadian National Carbon Co., Ltd., Toronto.

BATTERIES, FLASHLIGHT
Canadian National Carbon Co., Ltd., Toronto.

BATHS, ENAMELLED AND COPPER
Canada Metal Co., Toronto.

BATHROOM FIXTURES
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Ltd., Niagara Falls, Ont.
Landers, Frary & Clark, New Britain, Conn.
The Newell Mfg. Co., Prescott, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Limited, Hamilton, Ont.

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The Dominion Belting Co., Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

BELTING, STITCHED COTTON DUCK
Dominion Belting Co., Hamilton, Ont.

BENDS, BRASS, IRON AND LEAD
Jas. Morrison Brass Mfg. Co., Toronto.

BEVELS
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

BIBBS, BASIN AND BATH COCKS, COMPRESSION
The Canada Metal Co., Limited, Toronto, Ont.
Jas Morrison Brass Mfg. Co., Toronto
United Brassfounders & Engineers, Limited, Manchester, Eng.

BIBBS, BASIN AND BATH COCKS, FULLER
Jas. Morrison Brass Mfg Co Toronto
The Canada Metal Co., Limited, Toronto, Ont.

BILLET, BLOOMS AND SLABS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS AND NUTS
Fittings Limited, Oshawa, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Stanley Works, The, New Britain, Conn
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

BOLTS, EYE
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOLTS, HANGER SCREW
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOLTS, MACHINE AND CARRIAGE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, STOVE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BOLTS, TRACK
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BORING BARS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

BOOT CALKS AND TOOLS
Steel Co. of Canada Ltd., The, Hamilton, Ont.

BOX OPENING TOOLS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

BRADS, WIRE
The Western Wire & Nail Co., London, Ont.

BRASS CASTINGS AND GOODS
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

BRASS SHEETS AND RODS
A. C. Leslie & Co., Montreal.
Canada Metal Co., Toronto
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Stanley Works, The, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

BLACK LEAD
John Oakey & Co., Ltd., London, Eng.

BLACK SHEETS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
A. C. Leslie & Co., Ltd., Montreal, Que.

BLASTING SUPPLIES
Dupont Powder Co., Wilmington, Del.

BOX STRAPPING
The Stanley Works, New Britain, Conn.

BITS, AUGER
E. C. Atkins & Co., Hamilton, Ont.
The Russell Jennings Mfg. Co., Chester, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton.

BITS, FORSTNER
Progressive Mfg. Co., Torrington, Conn.

BITS, EXTENSION
Millers Falls Company, Millers Falls, Mass.

BICYCLES
Canada Cycle & Motor Co. Toronto

BIRCH SEATS
Canadian Veneering Co., Montreal, Que.

BRACKETS, SHELF
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Stanley Works, New Britain, Conn.

BRACES
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Peck, Stow & Wilcox Co., Southington, Conn
Vaughan & Bushnell, Chicago, Ill.

BRAKES
Canada Cycle & Motor Co., Ltd., Toronto, Ont.

BRAKE LINING
The Hamilton Cotton Co., Limited, Hamilton, Ont.

BRASS FITTINGS AND RODS
James Morrison Brass Mfg. Co., Ltd., Toronto.

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Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

BRONZE CASTINGS
The Canada Metal Co., Limited, Toronto, Ont.
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Sanderson Pearcy & Co., Limited, Toronto, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Ltd., Port Elgin, Ont.

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The Peterborough Canoe Co., Ltd., Peterborough, Ont.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

CAN OPENERS
The United Royalties Corp., New York, N.Y.

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Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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CASTINGS
Fittings Limited, Oshawa, Ont.

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The Barrett Co., Ltd.

CEMENT, ROOFING
The Barrett Co., Ltd.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIN, DETACHABLE AND RIVETTED
Fittings Limited, Oshawa, Ont.

CHAINS, CUT-LINK
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

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CHAINS, SASH
Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAINS, STEAMBOAT
Smith & Egge Mfg. Co., Bridgeport, Conn.

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Smith & Egge Mfg. Co., Bridgeport, Conn.

CHAIR SEATS
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Brown-Boggs Co., Ltd., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
The Peck, Stow & Wilcox Co., Southington, Con.
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Rule & Level Co., New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

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Chicago Spring Butt Co., Chicago, Ill.

CHOPPERS, FOOD
Landers, Frary & Clark, New Britain, Conn.

CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

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Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Maxwells, Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton, Ont.

CHURN, MIXER
The United Royalties Corp., New York, N.Y.

CLAMPS, "C"
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLAMPS
Canada Foundries & Forgings, Ltd., Brockville.

CLEAVERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CLEAN-OUT DOORS
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The International Malleable Iron Co., Ltd., Guelph.

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The Canadian Veneering Co., Acton Vale, Que.

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S. H. Whyte Mfg. Co., Ltd., Winnipeg, Man.

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Dowswell Lees & Co., Ltd., Hamilton, Ont.

CLOTHES HORSES
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

CLOTHES LINE REELS
The United Royalties Corp., New York, N.Y.

CLOTHES PINS
Wm. Cane & Sons, Ltd., Newmarket, Ont.

CLOTHES RACKS
Walter Woods & Co., Ltd., Hamilton, Ont.

COACH SCREWS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CLOTHES REELS
The Katie Foundry Co., Galt, Ont.

COLLAR PADS
American Pad & Textile Co., Chatham.

COFFEE PERCOLATORS AND URNS
Landers, Frary & Clark, New Britain, Conn.

CORRUGATED FASTENERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

COAL CHUTES
The Katie Foundry Co., Galt, Ont.

COAL HODS
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The Sheet Metal Products Co. of Canada, Limited, Toronto.

COAL OIL SPECIALTIES
The Standard Meter Co., Limited.

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Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

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Smith & Hemenway Co., Inc. Irvington, N. J.

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American Pad & Textile Co., Chatham.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CORDAGE
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
The Brantford Cordage Co., Limited, Brantford, Ont.
Consumers Cordage Co., Montreal and Halifax.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.

CORNERS, CHEST
The Brainerd Mfg. Co., East Rochester, N.Y.

COUNTER-SINKS
Goodell-Pratt Co., Greenfield, Mass.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Fittings, Limited, Oshawa.

COUPLINGS, PUMP ROD
Edward E. Johnson Inc., St. Paul, Minn.

CRANK PULLS (WIRE)
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

CRANK SHAFTS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

CROWBARS
B. J. Coghlin & Co., Montreal.
The Warren Tool & Forge Co., Warren, Ohio.

CULVERTS, METAL
The Pedlar People Ltd., Oshawa, Ont.

CURTAIN RODS
The Newell Mfg. Co., Prescott, Ont.

CUTLERY
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Co., Bridgeport, Conn.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto.
Dorken Bros., Montreal, Que.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Geneva Cutlery Co., Geneva, N.Y.
Christopher Johnson & Co., Sheffield, England.
James Hutton & Co., Montreal, Que.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Ltd., Montreal, Que.
Oneida Community, Ltd., Oneida, N.Y.
G. Perkinton, Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Sabatier Pere & Fils, Thiers, France.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

CUTTERS
Trimont Mfg. Co., Roxbury (Boston, Mass.)

CUSPIDORS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAIRY PAILS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

DAMPERS, STOVE PIPE
Can. Foundries & Forgings, Brockville, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

DESKS, SCHOOL
Can. Foundries & Forgings, Brockville, Ont.

DIES, STOCKS, ETC.
Can. Foundries & Forgings, Ltd., Welland, Ont.

DISPLAY RACKS AND STANDS
Cameron & Co., Toronto.

DOG HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

DOORS
Kasement Skrene Dore Co., Toronto, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

DOOR BOLTS
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.

DOOR KNOBS
Cartland & Son, Ltd., James, Birmingham, Eng.

DOOR HANGERS
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.

DOOR SPRINGS
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Chicago Spring Butt Co., Chicago, Ill.
The Kasement Skrene Dore Co., Toronto, Ont.

DOOR PULLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

DOOR STRIP
The Peck, Stow & Wilcox Co., Southington, Conn.

DRAINERS, CELLAR
James Morrison Brass Mfg. Co., Ltd., Toronto, Ont.

DRILLS, BREAST
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

DRILL CHUCKS
Goodell-Pratt Co., Greenfield, Mass.

DRILLS, BLACKSMITHS'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

DRILLS
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.

DROP FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

THE BUYERS' GUIDE

DRY COLORS
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Ltd., Montreal.

DRY CELLS
Canadian National Carbon Co., Toronto.

DYNAMITE
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

EAVESTROUGH
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
Wheeler & Bain, Toronto.

EGG BEATERS
Collette Mfg. Co., Collingwood.
The United Royalties Corp., New York., N.Y.

EGG CASES
Miller Bros. Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EGG CASE FILLERS
Miller Bros. & Co., Limited, Montreal.
Walter Woods & Co., Hamilton.

EJECTORS AND SYPHONS
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

ELBOWS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

ELECTRIC APPLIANCES
The Canadian Westinghouse Co., Ltd., Hamilton. Ont.
The Equator Mfg. Co., Ltd., Hamilton, Ont.
The McClary Mfg. Co., London, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

ELECTRIC FANS
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTRIC BELLS
Fenton Bros., Ltd., Sheffield, Eng.

ELECTRIC MOTORS AND GENERATORS
Canadian Westinghouse Co., Limited, Hamilton, Ont

ELECTRIC SPECIALTIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.
Canadian National Carbon Co., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.

ELECTRIC SUPPLIES
Canadian Westinghouse Co., Ltd., Hamilton, Ont.

ELECTROPLATE WARE
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

EMERY GLASS AND PAPERS
John Oakey & Sons, London, Eng.

EMERY (GRAIN AND SHEETS)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

EMERY GRINDERS
Western Hardware Mfg. Co., Milwaukee, Wis.

EMERY WHEEL DRESSERS
Burgess-Norton Mfg. Co., Geneva, Ill.
The Canadian Hart Products Ltd., Hamilton, Ont.

ENAMELS
The Barrett Co., Ltd.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sturgeons, Ltd., Toronto.

ENAMEL, STOVE PIPE
The Barrett Co., Ltd.
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

ENAMELLED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., Ltd., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Republic Stamping & Enameling Co., Toronto.

EQUIPMENT, STORE
Cameron & Co., Toronto.

ESCUTCHEON PINS
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

EXPLOSIVES
Canadian Explosives, Ltd., Montreal, P.Q.
Du Pont American Industries, Wilmington, Del.

FANLIGHT OPENERS
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

FASTENERS, CASEMENT, STORM, SASH & SCREEN
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

FAUCETS, PETROLEUM
Can. Foundries & Forgings, Ltd., Brockville, Ont.

FEED BOXES
Canada Metal Co., Ltd., Toronto.

FEED COOKERS
Wheeler & Bain, Toronto.

FELTOL
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

FELTS (TARRED AND CARPET)
The Barrett Co., Ltd.
Alex. McArthur Co Montreal, Que.

FENCING AND GATES
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

FENCING, STAPLES AND HOOKS
The Canadian Steel & Wire Co., Ltd., Hamilton.
Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
The Western Wire & Nail Co., London, Ont.

FENCES, WOVEN WIRE, FARM AND ORNAMENTAL
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.

FILES
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Limited, Toronto.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.

FILLERS
Boston Varnish Co., Everett St'n, Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FIRE DOOR FITTINGS
N. Slater Co., Limited, Hamilton, Ont.

FIRE DEPARTMENT SUPPLIES
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

FIRE ESCAPES
The Dennis Wire & Iron Wks., Co., Ltd., London.

FIREPLACE SCREENS
Canada Wire & Iron Goods Co., Hamilton, Ont.

FLASHLIGHTS, ELECTRIC
Canadian National Carbon Co., Toronto.

FOOD CHOPPERS
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.

FLINT CLOTHS
John Oakey & Sons, London, Eng.

FLOOR CHECKS, SINGLE OR DOUBLE
Chicago Spring Butt Co., Chicago, Ill.

FLOOR DRESSING
The Commercial Oil Co., Ltd., Hamilton, Ont.
Imperial Oil, Ltd., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

FLOOR STANDS
Jenkins Bros., Ltd., Montreal.

FLOOR WAX
The Deco-Tint Co., Montreal, Que.

FLUX, ACID, PASTE, ROSIN, STEARINE AND SOLDERING
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.

FORGINGS
Can. Foundries & Forgings, Ltd., Welland, Ont.

FORGINGS, DROP
Can. Foundries & Forgings, Ltd., Welland, Ont.

FUNNELS
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Beach Foundry Limited, Ottawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

FURNACES
Burrow Stewart & Milne, Ltd., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Happy Thought Foundry Co., Ltd., Brantford.
McClary Mfg. Co., Limited, London, Ont.

FURNACES, COAL OIL
The Standard Meter Co., Limited.

FURNITURE POLISH
Canada Paint Co., Ltd., Montreal.
The Deco-Tint Co., Montreal, Que.
Imperial Oil, Ltd., Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

FUSES, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.

FUSE WIRE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GALVANIZED IRON SHEETS
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Dominion Sheet Metal Co., Ltd., Hamilton, Ont.
A. C. Leslie & Co., Montreal.

GALVANIZED WARE
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

GALVANIZED STEEL SHEETS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

GALVANIZING
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GARAGE HARDWARE
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

GARAGES, METAL
The Pedlar People Limited, Oshawa, Ont.

GARBAGE CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co. of Canada, Limited, Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GAS WATER HEATERS
Jas. Morrison Brass Mfg. Co., Toronto.

GASOLINE
Imperial Oil Co., Ltd., Toronto, Ont.

GASOLINE TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Can.
Canadian Tank and Pump Co., Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

GATES, GALVANIZED
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

GATES, STEEL AND WIRE
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

GAUGE COCKS, STANDARD AND HEAVY
The James Morrison Brass Mfg. Co., Ltd., Toronto.

GAUGES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell Pratt Co., Greenfield, Mass.
The James Morrison Mfg Co., Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.
Stanley Works Co., New Britain, Conn.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

GLASS BENDERS
Toronto Plate Glass Importing Co., Toronto.

GLASS, CARRIAGE
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

GLASS CUTTERS
Goodell Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

GLASS CUTTING BOARDS
The Lufkin Rule Co., of Canada, Ltd., Windsor.

GLASS, DOOR
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, FANCY
The Consolidated Plate Glass Co. of Canada, Limited, Toronto, Ont.
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.

GLASS, WINDOW PLATE, ORNAMENTAL
The Canadian Libbey-Owens Sheet Glass Co., Toronto, Ont.
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Pilkington Bros., Limited, St. Catharines, Ont.
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Toronto Plate Glass Importing Co., Toronto

GLAZIERS' DIAMONDS
A. Ramsay, Son & Co., Montreal.

GLOVES AND MITTS
American Pad & Textile Co., Ltd., Chatham, Ont.

GLUE, SHEET AND GROUND
A. Ramsay, Son & Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

GOLF CLUB HEADS, RUSTLESS
Fenton Bros., Ltd., Sheffield, Eng.

GRANITE WARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

THE BUYERS' GUIDE

GRINDERS, HAND AND POWER
The Carborundum Co., Niagara Falls, N. Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Western Hardware Mfg. Co., Milwaukee, Wis.

GRINDING WHEELS
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont

GRINDSTONES
The Carborundum Co., Niagara Falls, N.Y.

GRINDSTONE FIXTURES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

GUNS
The Fraser Co., Agents B.S.A., Montreal, Que.
Savage Arms Corporation, Utica, N.Y.

GUN PARTS
The Fraser Co., Agents B.S.A., Montreal, Que

GUNSIGHTS
Marble Arms & Mfg. Co., Gladstone, Mich.

HACK SAWS
Brown & Sharpe Mfg. Co., Providence, R.I.
Clemsen Bros., Inc., Hamilton, Ont.
Diamond Saw and Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Co., Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass

HACK SAW BLADES
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N. J.
The Simonds Canada Saw Co., Limited, Montreal, Que.

HACK SAW FRAMES
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R. I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
The Simonds Canada Saw Co., Limited, Montreal, Que.
Smith & Hemenway Co., Inc. Irvington, N. J.
L. S. Starrett Co., Athol, Mass.

HACK SAW MACHINES
Diamond Saw & Stamping Works, Buffalo, N. Y.
Goodell-Pratt Co., Greenfield, Mass.

HAME CHAINS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

HAMMERS
Canada Foundries & Forgings, Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.
Stanley Works, New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.
The Warren Tool & Forge Co., Warren, Ohio.

HAND DRILLS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

HANDLES
J. H. Connor & Son, Limited, Ottawa, Ont.
Darrah Bros., Sutton, Que.
J. H. Still Mfg. Co., St. Thomas, Ont.

HANDLES, CHEST AND DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.
N. Slater Co., Limited, Hamilton, Ont.

HANDLES, CRANK, BALANCE, MACHINE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

HAND PULLS
North Bros., Mfg. Co., Philadelphia, Pa.

HANGERS, BARN DOOR
Canada Steel Goods Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Ltd., Hamilton, Ont.

HANGERS, DOOR
Canada Foundries and Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
F. E. Myers & Bro., Ashland, Ohio.
N. Slater Co., Limited, Hamilton, Ont.
The Stanley Works, New Britain, Conn.

HANGERS, DOOR AND TRACK
Canada Steel Goods Co., Hamilton, Ont.
N. Slater Limited, Hamilton, Ont.

HANGERS, STORM, SASH AND SCREEN
The Stanley Works, New Britain, Conn.

HARDWARE, DOOR
The Hamilton Stove & Heater Co., Hamilton.

HARDWARE SPECIALTIES
The Brainerd Mfg. Co., East Rochester, N.Y.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Forgings & Forgings, Ltd., Brockville, Ont.
Chicago Spring Butt Co., Chicago, Ill.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
N. Slater Co., Limited, Stratford, Ont.
Smith & Hemenway Co., Inc. Irvington, N. J.

HARDWARE STORE FITTINGS
Stratford Brass Co., Ltd., Stratford, Ont.

HARNESS HARDWARE
The Niagara Metal Stamping Corporation, Niagara

HATCHETS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Peck, Stow & Wilcox Co., Southington, Conn.

HASPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton, Ont.

HAT AND COAT HOOKS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HEADLIGHT, GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

HEATERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The McClary Mfg. Co., Ltd., London, Ont.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
The Sheet Metal Products Co. of Canada, Limited, Toronto.

HEATERS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton, Ont.
Landers, Frary & Clarke, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

HEATERS, MOTOR
Motor Sundries Corp., Ltd., Toronto.

HINGES, BOX AND REFRIGERATOR
The Brainerd Mfg. Co., East Rochester, N.Y.

HINGES, ORNAMENTAL
The Stanley Works, New Britain, Conn.

HOOKS, HAT AND COAT
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

HINGES, SPRING
Chicago Spring Butt Co., Chicago, Ill.

HINGES, STRAP AND TEE
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
N. Slater Co., Limited, Hamilton, Ont.

HOCKEY STICKS
The Rice Lake Canoe Co., Limited, of Canada, Coburg, Ont
J. H. Still Mfg. Co., St. Thomas.
The St. Marys Wood Specialty Co., St. Marys, Ont.

HOES
The Warren Tool & Forge Co., Warren, Ohio.

HOISTS
Manitoba Steel & Iron Co., Winnipeg, Man.

HOIST HOOKS.
Williams & Co., J. H., Brooklyn, N.Y.

HOLLOW WARE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Landers, Frary & Clark, New Britain, Conn.

HONES, RAZOR
The Carborundum Co., Niagara Falls, N.Y.
The Canadian Hart Products Ltd., Hamilton, Ont.

HORSE SHOES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

HORSE SHOE PADS
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

HOSE CLAMPS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOSE, FITTINGS AND SUPPLIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Dominion Rubber Systems, Ltd., Montreal, Que.
[illegible] Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

HOSE MENDERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

HOT AIR REGISTERS
Can. Foundries & Forgings, Ltd., Brockville, Ont

HOUSEHOLD APPLIANCES
Canadian Westinghouse Co., Limited, Hamilton, Ont.

HOUSEHOLD PAILS
Wm. Cane & Sons, Hamilton, Ont.

ICE CREAM FREEZERS
Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ICE CUTTING TOOLS
Robert Donaldson & Sons, Montreal.

INDICATORS, SPEED
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INDUSTRIAL DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

INJECTORS, AUTOMATIC
Jas. Morrison Brass Mfg. Co., Toronto, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

INSTRUMENTS OF PRECISION
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

INSURANCE
The Canadian Hardware & Implement Underwriters, Winnipeg, Man.

IRON, MERCHANTS BAR
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
London Rolling Mill Co., Ltd., The, London, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON, CORRUGATED
Canada Metal Co., Toronto.

IRON HANDLES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRON, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

IRON AND STEEL BARS
The Dominion Iron & Steel Co., Ltd., Montreal, Que.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

IRON, BAR
London Rolling Mill Co., Ltd., The, London, Ont.

IRONS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

IRONS, ELECTRIC
The Canadian Westinghouse Co., Ltd., Hamilton, Ont.
The National Electric Heating Co., Ltd., Toronto.
The Renfrew Electric Products Ltd., Renfrew, Ont.

IRONING BOARDS
J. H. Connor & Son, Ltd., Ottawa, Ont.

IRONING MACHINES, ELECTRIC
Altorfer Bros., Peoria, Ill.

IRON FOR STAYBOLTS
London Rolling Mill Co., Ltd., The, London, Ont.

IRONWORK, BUILDERS'
The Dennis Wire & Iron Works, Ltd., London.

JACK PLANES
Stanley Works, New Britain, Conn.

JACK SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Millers Falls Company, Millers Falls, Mass.

JAPANS
Boston Varnish Co., Everett Stn., Boston, Mass.
Sanderson Pearcy & Co., Limited, Toronto, Ont
The Sherwin-Williams Co., Ltd., Montreal, Que.

JARS, FRUIT
Walter Woods & Co., Hamilton, Ont.

KETTLES
The Aluminum Specialty Co., of Canada, Toronto Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson, Mfg. Co., Ltd., Montreal.
Duro Aluminum Limited, Hamilton, Ont.
The Ideal Aluminum Products Ltd., Toronto.
Fenton Bros., Ltd., Sheffield, Eng.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Wentworth Mfg. Co., Limited, Hamilton, Ont

KEYHOLE SAWS
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

KITCHEN WARE
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Limited Toronto.

KNIVES, BEET
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, BUTCHERS' & COOKS'
Christopher Johnson & Co., Sheffield, England.

KNIVES, CORN
E. C. Atkins & Co., Hamilton, Ont.

KNIVES, CUTTING
Landers, Frary & Clark, New Britain, Conn.

KNIFE CLEANER
The Vono Co., Dudley Port, Staffs, Eng.

KNIVES, MACHINE
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

KNIVES, PALETTE AND PUTTY
Christopher Johnson & Co., Sheffield, England.

KNIVES, POCKET AND TABLE
Geo. Butler & Co., Ltd., Sheffield, Eng.
Thos. Ellin & Co., Limited, Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Ltd., Sheffield, Eng
Easton Bros., Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Christopher Johnson & Co., Sheffield, England.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Whites Limited, Collingwood, Ont.

THE BUYERS' GUIDE

KNIVES, SPORTSMEN'S
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.

KNIVES, PUTTY
Brideport Mfg. Co., Bridgeport, Conn.
Sanderson Pearcy & Co., Limited, Toronto, Ont
Smith & Hemenway Co., Inc. Irvington, N. J.

KNOBS, DRAWER
The Brainerd Mfg. Co., East Rochester, N.Y.

LAMPS, NITROGEN AND TUNGSTEN
The Canadian Tungster Lamp Co., Hamilton, Ont.

LAMP BLACK
A. Ramsay & Son Co., Montreal.

LAMPS, BRAZING
The Standard Meter Co., Limited.

LAMP BURNERS
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LAMPS, BLOW
The Standard Meter Co., Limited.

LAMP CHIMNEYS
Walter Woods & Co., Hamilton.

LAMPS AND LANTERNS, GASOLINE
The Coleman Lamp Co., Limited, Toronto.
National Stamping & Electric Wks., Chicago, Ill.

LAMPS, LANTERNS, ELECTRIC, HAND
Canadian National Carbon Co., Toronto.
National Stamping & Electric Wks., Chicago, Ill.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS, ELECTRIC
Canadian Westinghouse Co., Limited, Hamilton.
The Ontario Lantern & Lamp Co., Hamilton, Ont.

LAMPS AND LANTERNS, GASOLINE AND KEROSENE
National Stamping & Electric Works, Chicago.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.

LANTERNS OIL
Thos. Davidson Mfg. Co., Montreal.
The Ontario Lantern & Lamp Co., Ltd., Hamilton.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
E. T. Wright & Co., Limited, Hamilton, Ont.

LATCHES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

LATH METAL
Pedlar People, Ltd., Oshawa, Ont.

LATHE DOGS, DROP FORGED
J. H. Williams & Co., St. Catharines, Ont.

LATHE DOGS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
J. H. Williams & Co., St. Catharines, Ont.

LAWN MOWERS
Can. Foundries & Forgings, Ltd., Brockville.
Maxwells Limited, St. Marys, Ont.
Whites Limited, Collingwood, Ont.

LAWN SPRINKLERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

LEAD, BLACK
John Oakey & Sons, London, Eng.

LEAD, CALKING AND PIG
The Canada Metal Co., Limited, Toronto, Ont.

LEAD PENCILS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

LEAD SHEETS AND PIPE
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

LEAD TRAPS AND BENDS
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

LEAD WASHERS
Canada Metal Co., Ltd., Toronto.

LENS
The Ontario Plate Glass, Ltd., Hamilton, Ont.

LETTERS AND FIGURES, EMBOSSED
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

LEVELS
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.
Whites Limited, Collingwood, Ont.

LEVELS, MASONS
Henry Disston & Sons, Limited, Toronto.

LINES, WIRE, CLOTHES
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

LINOLEUM, PLAIN AND PRINTED
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal, Que.

LINOLEUMS, BATTLESHIP
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINOLEUM RUGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

LINSEED OIL
Brandram-Henderson, Montreal.
The Canada Paint Co., Limited, Winnipeg, Man.
Dominion Linseed Oil Co., Baden and Toronto.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
The Sherwin-Williams Co., Ltd., Montreal, Que.

LOCK WASHER EQUIPMENT
Sleeper Hartley, Inc., Worcester, Mass.

LOCKERS
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

LOCOMOTIVE TOOLS
J. H. Williams & Co., St. Catharines, Ont.

LUMBER TOOLS
Thos. Pink & Co., Pembroke, Ont.
The National Farming Machinery Limited, Montmagny, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

MACHINE DESIGNS
Harold C. Shipman & Co., Ottawa, Ont.

MACHINES, DOUBLE CUTTING
E. C. Atkins & Co., Hamilton, Ont.

MACHINISTS' TOOLS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., St. Catharines, Ont.

MALLEABLE IRON CASTINGS
The International Malleable Iron Co., Ltd., Guelph, Ont.

MAULS
The Warren Tool & Forge Co., Warren, Ohio.

MATTOCKS
The Warren Tool & Forge Co., Warren, Ohio.

MAULS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MEAT CHOPPERS
Landers, Frary & Clark, New Britain, Conn.

METAL BOXES AND DRAWERS
Cameron & Co., Toronto, Ont.

METAL CEILINGS, WALLS AND LATH
The Pedlar People Limited, Oshawa, Ont.

METAL CUTTING SAWS
Clemson Bros., Inc., Hamilton, Ont.

METAL SAWS, POWER
Clemson Bros., Inc., Hamilton, Ont.

METAL STAMPINGS
Fenton Bros., Ltd., Sheffield, Eng.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

METALS, EXPANDED, INGOT, SHEET, TUBE, ETC.
Canada Metal Co., Toronto, Ont.
Fenton Bros., Ltd., Sheffield, Eng.
Hoyt Metal Co., Toronto, Ont.
A. C. Leslie & Co., Montreal, Que.
United Brassfounders & Engineers, Limited, Manchester, Eng.

METAL SPECIALTIES
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

METAL STORE AND FRONT CONSTRUCTION
The Consolidated Plate Glass Co. of Canada, Limited, Toronto.

MENDERS, GRANITEWARE, POT AND PAN
Collette Mfg. Co., Collingwood, Ont.

MICA
Mica Co. of Canada, Ltd., Hull, Que.

MICROMETERS
Brown & Sharpe Mfg. Co., Providance, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

MILK CANS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Fenton Bros., Ltd., Sheffield, Eng.
The McClary Mfg. Co., London, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.

MIRRORS
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Toronto Plate Glass Importing Co., Toronto.

MITRE BOXES
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.
Stanley Works, New Britain, Conn.

MITRE BOX SAWS
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.

MOLASSES GATES
Can. Foundries & Forgings, Ltd., Brockville, Ont.

MOPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

NAIL MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

NAILS, WIRE AND CUT
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.
Whites Limited, Collingwood, Ont.
Steel Co., of Canada, Ltd., The, Hamilton, Ont

NAIL PULLERS
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc., Irvington, N.J.

NAILS, HORSE SHOE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NAME PLATE TRANSFERS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NICKLE SILVER SPOONS
Christopher Johnson & Co., Sheffield, England.

NIPPLES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NITROGEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

NUTS, HOT PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

NUTS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

OILCLOTH, FLOOR AND STAIR
The Dominion Oilcloth & Linoleum Co., Ltd., Montreal.

OILCLOTH, RUGS, FLOOR
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

OIL, COAL
Imperial Oil Co., Ltd., Toronto.

OILS, CYLINDER
J. H. Ashdown Co., Ltd., Winnipeg, Man.
Canadian Oil Co., Toronto, Ont.
Imperial Oil Co., Ltd., Toronto.

OIL CAKE AND MEAL
Dominion Linseed Oil Co., Toronto.
Sherwin Williams Co., Winnipeg.

OIL HOLE COVERS
Canadian Winkley Co., Windsor.

OIL, MOTOR, ROAD, HARNESS, NEATSFOOT.

SEPARATOR AND GAS ENGINE
Imperial Oil, Ltd., Toronto.

OIL STONES
The Canadian Hart Products, Ltd., Hamilton, Ont.

OIL STOVES
Thos. Davidson Mfg. Co., Detroit, Mich.
The McClary Mfg. Co., Ltd., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

OIL STORAGE AND DISTRIBUTING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Ont.

OIL TANKS AND PUMPS
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

OILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

ORNAMENTAL FENCE
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Ltd., Collingwood, Ont.

ORNAMENTAL IRON AND WIRE WORK
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works, London, Ont.

PACKINGS
Consumers Cordage Co., Montreal and Halifax.
The Dominion Rubber Systems, Ltd., Montreal, Que.
Jenkins Bros., Ltd., Montreal.

PACKING RUBBER
The Dominion Rubber Systems, Ltd., Montreal, Que.

PADS FOR HORSES
American Pad and Textile Co., Chatham.
The Burlington Windsor Blanket Co., Ltd., Toronto

PADLOCKS
Smith & Egge Mfg. Co., Bridgeport, Conn.

PAINT, COLD WATER
The Deco-Tint Co., Montreal, Que.

PAINT, READY-MIXED, HOUSE, BARN, ROOF, FLAT WALL, CONCRETE, FLOOR, CEMENT, ALUMINUM, MARINE AND DECK
The Barrett Co., Ltd.
The Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
The Imperial Varnish & Color Co., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

PAINT BRUSHES
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
Sanderson Pearcy & Co., Limited, Toronto, Ont
T. S. Simms & Co., Ltd., Fairville, St. John, N

PAINT AND VARNISH REMOVER
Adams & Elting Co., Ltd., Toronto, Ont.
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.

PAINT, OIL, STORAGE AND HANDLING SYSTEMS
S. F. Bowser Company, Ltd., Toronto, Can.

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PARIS GREEN
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.

PAPER BAGS
The Continental Paper Products, Ltd., Ottawa, Ont.
The Wayagamack Pulp & Paper Co., Limited, Montreal, Que.
Walter Woods & Co., Hamilton.

PASSAGE CLOTH
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

PAILS
Thos. Davidson Mfg Co., Ltd., Montreal.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PAILS HOUSEHOLD
Sheet Metal Products Co. of Canada, Ltd., Toronto.

PAILS, WOODEN
Wm. Cane & Sons Co., Ltd., Hull, Que.

PAILS, GALVANIZED AND TIN
Sheet Metal Products Co. of Canada, Ltd., Toronto.
The Steel Trough & Machine Co., Ltd., Tweed

PATENT ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

PERCOLATORS, COFFEE
Landers, Frary & Clark, New Britain, Conn.

PETROLEUM FAUCETS
Landers. Frary & Clark, New Britain, Conn.

PHOSPHOR TIN AND COPPER
The Hoyt Metal Co., Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PIANO PINS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PICKS
The Warren Tool & Forge Co., Warren, Ohio.

PICK HANDLES
J. H. Still Mfg. Co., St. Thomas, Ont.

PIG IRON
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PINS, ESCUTCHEON
Parmenter & Bulloch, Gananoque.

PIPE, ACID RESISTING
The Hoyt Metal Co., Ltd., Toronto, Ont.

PIPE CUTTERS (STAND)
Trimont Mfg. Co., Roxbury (Boston, Mass).

PIPE, BLACK AND GALVANIZED
American Rolling Mills, Middleton, Ohio.
Canada Metal Co., Toronto.
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE FITTINGS
The International Malleable Iron Co., Ltd., Guelph.
Fittings, Limited, Oshawa, Ont.

PIPE, GALVANIZED CONDUCTOR
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

PIPE, LEAD
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

PIPE, CONDUCTOR
Canada Metal Co., Toronto.
The Steel Metal Products Co., of Canada, Limited, Toronto.

PISTON PINS
Burgess-Norton Mfg. Co., Geneva, Ill.

PISTON AND VALVE PACKINGS
The Barrett Co., Ltd.

PISTOLS
Savage Arms Corpn., Utica, N.Y.

PLANES
Stanley Rule & Level Co., New Britain, Conn.

PLIERS
Matthias Klein & Sons, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PLIERS, CUTTING
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

PLIERS, COMBINATION
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

PLUMBERS' TOOLS
The Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

POLISHING HEADS
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.

POLISHES, KNIFE
Jas. Oakey & Sons, Ltd. London, England.

POLISHES, METAL
The Deco-Tint Co., Montreal, Que.

POLE LINE HARDWARE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

POSTS, ANGLE IRON
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

POST HOLE DIGGERS
Can. Foundries & Forgings Ltd., Brockville, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.

POULTRY NETTING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
A. C. Leslie & Co., Ltd., Montreal.

POULTRY LEG BANDS
Rideau Specialty Co., Smiths Falls. Ont.

POWDER, SMOKELESS
E. I. du Pont de Nemours & Co., Wilmington, Del.

PRISMS, SIDEWALK
Hobbs Mfg. Co., Montreal. Que.

PRUNING SHEARS
Adcock & Brewer, Ltd., Montreal.
The Peck, Stow & Wilcox Co., Southington, Conn.

PULLS, DRAWER
The Brainerd Mfg. Co., East Rochester, N. Y.

PUSH AND PULL PLATES
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

PULLEYS, CLOTHES
The Katie Foundry Co., Galt, Ont.

PUMPS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Meyers & Bro., Ashland, Ohio.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMP, HAND AND POWER, FOR PAINTS, OILS, OIL AND GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.
The Canadian Tank & Pump Co., Toronto, Ont.

PUMPS, CURB, FOR OIL AND GASOLINE
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SELF-MEASURING
The Canadian Tank & Pump Co., Toronto, Ont.
S. F. Bowser Company, Ltd., Toronto, Can.

PUMPS, SEMI-ROTARY
Can. Foundries & Forgings, Ltd., Brockville, Ont.
United Brassfounders & Engineers, Limited, Manchester, Eng.

PUMPS, GASOLINE
S. F. Bowser Company, Ltd., Toronto, Can.

PUMP OILERS
Cannon Oiler Co., Keithsburg, Ill.

PUNCHES, BELT
E. C. Atkins & Co., Hamilton, Ont.
Smith & Egge Mfg. Co., Bridgeport, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

PUNCHES, BELT HARNESS AND REVOLVING
Smith & Egge Mfg. Co., Bridgeport, Conn.

PUNCHES, CENTRE DRIVE, ETC.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.

PUNCHES, TICKET
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.

PUTTY
Brandram-Henderson, Montreal.
Canada Paint Co., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.
G. F. Stephens & Co., Ltd., Winnipeg.
Sherwin-Williams Co., Montreal.

PULLEYS
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Can. Foundries and Forgings, Ltd., Brockville, Ont.

QUOITS
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RACKS, HAY
Can. Foundries and Forgings, Ltd., Brockville, Ont.

RADIATOR VALVES
Jenkins Bros., Ltd., Montreal.
United Brassfounders & Engineers, Limited, Manchester, Eng.

RAILROAD TRACK TOOLS
The Warren Tool & Forge Co., Warren, Ohio.

RAILROAD SUPPLIES, RUBBER
Jas. Morrison Brass Mfg. Co., Toronto.

RAKES
Shurly-Dietrich Co., Ltd., Galt, Ont.

RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Geo. Butler & Co., Ltd., Sheffield, Eng.
G. L. Cohoon, Montreal.
Thos. Ellin & Co., Limited, Sheffield, Eng.
James Hutton & Co., Montreal.
Christopher Johnson & Co., Sheffield, England.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
A. Macfarlane & Co., Limited, Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RATCHET DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REAMERS
Millers Falls Company, Millers Falls, Mass.
Butterfield & Co., Rock Island, Que.

RECIPROCATING DRILLS
Goodell-Pratt Co., Greenfield, Mass.

REFRIGERATORS
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

REGISTERS, (HOT AIR)
Canada Foundries & Forgings, Brockville.
The Happy Thought Foundry Co., Ltd., Brantford.

REVOLVERS
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

RIFLES
The Remington U.M.C. Co., Windsor, Ont.
The Fraser Co., Agents B. S. A., Montreal, Que.

RIVETS AND BURRS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RIVET BURRS
The Union Iron & Metal Co., Ltd., Toronto.

ROD ENDS
J. H. Williams & Co., St. Catharines, Ont.

RODS, PISTON AND PUMP
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

RODS, RADIUS FORD
Burgess-Norton Mfg. Co., Geneva, Ill.

RODS, STRAIGHTENED
The Graham Nail Works, Toronto.

ROOFING CEMENT AND PAINT
The Barrett Co., Ltd.

ROOFING, METAL
Pedlar People, Ltd., Oshawa, Ont.

ROOFING, READY
The Barrett Co., Ltd.
The Brantford Roofing Co., Ltd., Brantford, Ont.
The Ruberoid Co., Ltd., Montreal.
The Toronto Asphalt Roofing Co., Limited, Mount Dennis, Ont.
Alex. McArthur & Co., Montreal, Que.

ROOFING, RUBBER
The Barrett Co., Ltd.

ROPE
The Brantford Cordage Co., Limited, Brantford, Ont.
Doan Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

ROPE, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

ROSIN
Sanderson Pearcy & Co., Limited, Toronto, Ont.

RUBBER SHEET, VULCANIZED
Wm. J. Brown, Montreal, Que.

RULES
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

RULES, STEEL, STRAIGHT AND FOLDING
RULES, FOLDING BOXWOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

RULES, SPRING JOINT
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

RULES, BOARD AND LOG
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

SADDLERY HARDWARE
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SAFETY RAZORS
Auto-Strop Safety Razor Co., Toronto, Ont.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

SAFES
J. J. Taylor Limited, Toronto.
Goldie & McCulloch Ltd., Galt, Ont.

SALTS, SOLDERING
The Chicago Solder Co., Chicago, Ill.
Canada Metal Co., Toronto.

SAWS, BUCK
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWS, CROSSCUT AND HAND
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
T. F. Shurly Co., Ltd.,, St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAWSET
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COMPASS
E. C. Atkins & Co., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Henry Disston & Sons, Limited, Toronto.

SAWS, COPING
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAWS, BUTCHERS' AND KITCHEN
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
Henry Disston & Sons, Limited. Toronto.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, BAND AND CIRCULAR
Henry Disston & Sons, Limited, Toronto.
La Manufacture de Scies de Levis, Levis, Que.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurley-Dietrich Co., Ltd., Galt, Ont
The Simonds Canada Saw Co., Limited, Montreal, Que.

SAW BLADES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Millers Falls Company Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW FRAMES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

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White Mop Wringer Co.
OF CANADA
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Office: Fultonville, N. Y.

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WIRE HOOPS

BUSINESS

SHOULD BE GOOD

THE GRAHAM NAIL WORKS

Operated by

THE CANADA METAL CO., LIMITED
Toronto

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THE BUYERS' GUIDE

SAWS, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Goodell-Pratt Co., Greenfield, Mass.
The Millers Falls Co., Millers Falls, Mass
Smith & Hemenway Co., Inc. Irvington, N. J.

SAW MACHINES, HACK
E. C. Atkins & Co., Hamilton, Ont.
Clemson Bros., Inc., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass

SAWS, METAL CUTTING
Clemson Bros., Inc., Hamilton, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SAWS, KEYHOLE
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Limited, Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.

SCISSORS
The Acme Shear Co., Bridgeport, Conn.
Thos. Ellin & Co., Ltd., Sheffield, Eng.
Fenton Bros., Ltd., Sheffield, Eng.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clarke, New Britain, Conn.

SCALES
Burrow, Stewart & Milne Co., Limited, Hamilton.
Landers, Frary & Clark, New Britain, Conn.

SCALES, MACHINISTS
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

SCREWS
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

SCREWS, THUMB
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SCREWS, WOOD
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SCREENS
Canada Wire & Iron Goods Co., Hamilton.

SCREEN DOORS
The Kasement Skrene Dore Co., Toronto.
N. Slater Co., Limited, Hamilton, Ont.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREEN WINDOWS
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

SCREENS, WELL
Edward E. Johnson Inc., St. Paul, Minn.

SCREW DRIVERS
The Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Millers Falls Company, Millers Falls, Mass.
Smith & Hemenway Co., Inc. Irvington, N. J.

SCREW MACHINES
Stratford Brass Co., Ltd., Stratford, Ont.

SCREWS, WOOD AND MACHINE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SEATS
Canadian Veneering Co., Acton Vale, Que.

SEWING MACHINES, ELECTRIC AND MOTORS
Canadian Westinghouse Co., Limited, Hamilton, Ont.

SHEARS
The Acme Shear Co., Bridgeport, Conn.
Christopher Johnson & Co., Sheffield, England.
Landers, Frary & Clark, New Britain, Conn.

SHEATHING
The Barrett Co., Ltd.

SHEETING
Alex. McArthur & Co., Montreal, Que.

SHEETS, GALVANIZED AND BLACK
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Pedlar People Limited, Oshawa, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHEETS, OPCR & BA & BLUE ANNEALED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHOT
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SHINGLES, METAL
Pedlar People Ltd., Oshawa, Ont.

SHOP BARRELS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

SHOW CASES
Cameron & Co., Toronto.

SHOVELS, FURNACE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SHOVELS, SNOW
Richardson & Bureau, Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SIDING, METAL
Pedlar People, Ltd., Oshawa, Ont.

SIGHTS, GUN AND RIFLE
Marble Arms & Mfg. Co., Gladstone, Mich.

SIGNS, STREET
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SILVERWARE
The Canadian Wm. A. Rogers Co., Ltd., Toronto,
Fenton Bros., Ltd., Sheffield, England.
Christopher Johnson & Co., Sheffield, England.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs Wm. A. Rogers and His Son, Niagara Falls, Ont.

SILVER-PLATED WARE
Fenton Bros., Ltd., Sheffield, Eng.
Oneida Community, Ltd., Niagara Falls, On
Sanderson Pearcy & Co., Limited, Toronto, ont.

SINKS
Can. Foundries & Forgings, Ltd, Brockville, Ont.

SKI
The Northland Ski Mfg. Co., St. Paul, Minn.

SKI ACCESSORIES, BINDINGS, WAX AND POLES
The Northland Ski Mfg. Co., St. Paul, Minn.

SKATES
Canada Cycle & Motor Co., Ltd., Weston, Ont.

SLEDGES, BLACKSMITH, COAL, STONE
Can. Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

SNAPS, HARNESS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

SNIPS (TINNERS')
The Peck, Stow & Wilcox Co., Southington, Conn.
Smith & Hemenway Co., Inc. Irvington, N. J.

SNOW SHOES
The Northland Ski Mfg. Co., St. Paul, Minn.

SNOWSHOE HARNESS
The Northland Ski Mfg. Co., St. Paul, Minn.

SOCKETS, WIRE ROPE
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SOLDER
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
Hoyt Metal Co., Toronto.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

SOLDER, AMALGAM
Wyatt's Products, Toronto, Ont.

SOLDER, BAR
The Canada Metal Co., Limited, Toronto, Ont.
The Chicago Solder Co., Chicago, Ill.

SOLDERING PASTE
Canada Metal Co., Toronto.
The Chicago Solder Co., Chicago, Ill.
The Hoyt Metal Co., Toronto.

SOLDERALL
Thos. Davidson Mfg. Co., Ltd., Montreal.

SOAP DISHES
Landers, Frary & Clark, New Britain, Conn.

SPARK PLUGS
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Limited,
The Canadian National Carbon Co., Ltd., Toronto.

SPANNERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

SPIDERS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

SPIKES, RAILWAY AND PRESSED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SPOKE SHAVES
E. C. Atkins & Co., Hamilton, Ont.
Millers Falls Company, Millers Falls, Mass.
Stanley Works, New Britain, Conn.

SPORTSMEN'S SPECIALTIES
The Marble Arms & Mfg. Co., Gladstone, Mich.

SPRAYERS
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

SPRING AND WIRE COILING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

SPRINGS, WINDMILL
Burgess-Norton Mfg. Co., Geneva, Ill.

SQUARES
The Peck, Stow & Wilcox Co., Southington, Conn.

STABLE FITTINGS
Can. Foundries & Forgings, Brockville.

STAINS
The Barrett Co., Ltd.,
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal, Que.
The Flint Varnish & Color Works of Canada, Limited, Montreal, Que.
Lowe Bros., Ltd., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
The Ottawa Paint Works, Ltd., Ottawa, Ont.
A. Ramsay & Sons Co., Montreal.
Sanderson Pearcy & Co., Ltd., Toronto
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Winnipeg.
Sturgeons, Ltd., Toronto.

STAINS, STRAW HAT
The Deco-Tint Co., Montreal, Que.
Sanderson Pearcy & Co., Limited, Toronto, Ont.

STAMPINGS
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

STAPLES
Canada Steel Goods Co., Hamilton.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Western Wire & Nail Co., London.

STAPLES, BED
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEAMERS AND BOILERS
Thos. Davidson Mfg. Co., Ltd., Montreal.

STEPLADDERS
J. H. Connor & Son, Ltd., Ottawa, Ont.

STEEL, REINFORCING
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BARS FOR REINFORCEMENT, ALL SHAPES
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL STRIP
Dominion Sheet Metal Co., Ltd., Hamilton.

STEEL LOCKERS AND SHELVING
Dennis Wire & Iron Works, London, Ont.

STEEL, SLEIGH STOVE AND TIRE
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL, MILD, SLEIGH SHOE, TIRE
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEEL BANDS
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

STEEL MERCHANT BARS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

STEELS, BUTCHERS'
Christopher Johnson & Co., Sheffield, England.

STENCILS AND INK
Hamilton Stamp & Stencil Co., Hamilton.

STOOLS
The Steel Trough & Machine Co., Ltd., Tweed, Ont.

STONES, SHARPENING
The Western Hardware Mfg. Co., Milwaukee, Wis.

STORE FIXTURES
Cameron & Co., Toronto.

STORE FRONT CONSTRUCTION, METAL
Hobbs Mfg. Co., Montreal, Que.

STOVES AND RANGES
The Beach Foundry Limited, Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ontario.
The Hamilton Stove & Heater Co., Hamilton, Ont
The Happy Thought Foundry Co., Ltd., Brantford.
The McClary Mfg. Co., Ltd., London, Ont.

STOVES, ELECTRIC
Canadian Westinghouse Co., Limited.
The McClary Mfg. Co., London, Ont.
National Electric Heating Co., Ltd., Toronto, Ont.
Renfrew Electric Products, Ltd., Renfrew, Ont.

STOVES, OIL
The McClary Mfg. Co., London, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
The Standard Meter Co., Limited.

STOVES, PICNIC COAL OIL
The Standard Meter Co., Limited.

STOVES, GASOLINE
National Stamping & Electric Works, Chicago.

STOVE PIPE
The McClary Mfg. Co., London, Ont.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

STRETCHERS, WIRE
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.

SULPHATE OF AMMONIA
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

SWEAT PADS
American Pad & Textile Co., Chatham.

SWITCH AND RECEPTACLE PLATES (FLUSH TYPE)
Ontario Lantern & Lamp Co., Ltd., Hamilton, Ont.

SWIVELS, HOOK
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TACKS
The Dominion Tack & Nail Co., Ltd., Galt, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

TANKS FOR PAINT OILS, OIL, GASOLINE, KEROSENE, ETC.
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TANKS AND PUMPS, LUBRICATING OIL STORAGE
S. F. Bowser Company, Ltd., Toronto, Ont.
The Canadian Tank & Pump Co., Toronto, Ont.

TAP HOLDERS
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

TAPES, MEASURING, STEEL AND WOOD
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

TAPES, MEASURING
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

TAPES, POCKET
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
L. S. Starrett Co., Athol, Mass.

TEA POTS AND URNS, TEA BALL
Landers, Frary & Clark, New Britain, Conn.

THERMOS BOTTLES
The Thermos Bottle Co., Ltd., Toronto, Ont.

THIMBLES, SMOKE PIPE
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATES
A. C. Leslie & Co., Ltd., Montreal, Que.
The Sheet Metal Products Co., of Canada, Limited, Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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TINSMITHS' MACHINERY
Brown-Boggs Co., Hamilton, Ont.

TINWARE
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TIN PLATE
O-Rib-O Mfg. Co., Winnipeg, Man.

TIRES AND TUBES, AUTOMOBILE, MOTOR TRUCK AND BICYCLE
Ames, Holden, McCready, Limited, Montreal.

TIES, WALL AND VENEER
The Niagara Metal Stamping Corporation, Niagara Falls, N.Y.

TIE PLATES
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

TIRE COVERS
American Pad & Textile Co., Ltd., Chatham, Ont.

TOBOGGANS
The Northland Ski Mfg. Co., St. Paul, Minn.
The Rice Lake Canoe Co., Ltd., Cobourg, Ont.

TOBOGGAN CUSHIONS AND ACCESSORIES
The Northland Ski Mfg. Co., St. Paul, Minn.

TORCHES
Clayton & Lambert Mfg. Co., Detroit, Mich.
The Detroit Torch & Mfg. Co., Detroit, Mich.

TOOLS, BLACKSMITHS'
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOLS, CEMENT
E. C. Atkins & Co., Hamilton, Ont.

TOOLS
Goodell-Pratt Co., Greenfield, Mass.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
Matthias Klein & Sons, Chicago, Ill.
The Millers Falls Co., Millers Falls, Mass.
North Bros Mfg. Co., Philadelphia, Pa.
Smith & Hemenway Co., Inc., Irvington, N.J.
The Warren Tool & Forge Co., Warren, Ohio.
Whites Limited, Collingwood, Ont.

TOOLS, HARVEST
F. E. Myers & Bro., Ashland, O.

TRAPS, BRASS, IRON, LEAD
Canada Metal Co., Toronto.
The James Morrison Brass Mfg. Co., Ltd., Toronto.
United Brassfounders & Engineers, Limited, Manchester, Eng.

TRAPS, STEAM
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TRAPS, GAME
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

TOOLS, LOGGING AND LUMBERING
Thos. Pink Co., Ltd., Pembroke, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

TOOL HOLDERS (CUTTERS)
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, MACHINISTS'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
A. B. Jardine & Co., Limited, Hespeler, Ont.
L. S. Starrett Co., Athol, Mass.

TOOLS, SMALL
Smith & Hemenway Co., Inc. Irvington, N. J.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

TOOLS, TROWEL
E. C. Atkins & Co., Hamilton, Ont.

TOYS
The Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.

TRADE MARK ATTORNEYS
Harold C. Shipman & Co., Ottawa, Ont.

TRAMMEL POINTS
Stanley Works, New Britain, Conn.

TRIMMERS
Smith & Egge Mfg. Co., Bridgeport, Conn.

TROWELS
Henry Disston & Sons, Limited, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

TRUCKS, WAREHOUSE
Can. Foundries & Forgings, Ltd., Brockville, Ont.

TRY SQUARES
Henry Disston & Sons, Limited, Toronto.
Stanley Works, New Britain, Conn.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Hamilton, Ont.

TUBS
Wm. Cane & Sons Co., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

TUBING, BRASS
The James Morrison Brass Mfg. Co., Ltd., Toronto.

TUNGSTEN LAMPS
The Canadian Tungsten Lamp Co., Ltd., Hamilton.

TWINES
Consumers' Cordage Co., Montreal and Halifax.
Doon Twines, Ltd., Kitchener, Ont.
Walter Woods & Co., Hamilton.

VACUUM CLEANERS AND SWEEPERS
Bissell Carpet Sweeper Co. of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
The National Electric Heating Co., Ltd., Toronto.

VALVES, ACID RESISTING
Hoyt Metal Co., Toronto, Ont.

VALVES, RADIATOR AND AIR, IRON BODY, COMPOSITION, GLOBE, ANGLE, CHECK
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros. Ltd., Montreal, Que.
James Morrison Brass Mfg. Co., Toronto.
United Brass Founders & Engineers, Limited, Manchester, Eng.

VARNISHES, AUTO, COACH, HOUSE, MARINE
Berry Bros., Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
The Flint Varnish & Color Works of Canada Limited, Montreal, Que.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
Lowe Bros., Ltd., Toronto.
McArthur Irwin, Montreal, Que.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
Pratt & Lambert, Bridgeport, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., Montreal, Que.
G. F. Stephens & Co., Ltd., Winnipeg.
Wilkinson & Kompass, Hamilton.

VEHICLES, CHILDREN'S
The Gendron Mfg. Co., Ltd., Toronto, Ont.
The Woodstock Wagon & Mfg. Co., Ltd., Woodstock.

VENEER SEATS
Canadian Veneering Co., Acton Vale, Que.

VENTILATORS
Wheeler & Bain, Toronto.

VISES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Millers Falls Company, Millers Falls, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Works, New Britain, Conn.
The Warren Tool & Forge Co., Warren, Ohio.

VISES, CHAIN PIPE, CLAMP, MOUNT
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WAGON HARDWARE
Burgess-Norton Mfg. Co., Geneva, Ill.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WALL COVERINGS
The Dominion Oilcloth & Linoleum Co., Limited, Montreal, Que.

WALNUT SEATS
Canadian Veneering Co., Acton Vale, Que.

WASHERS
London Rolling Mill Co., Ltd., The London, Ont.
Smith & Hemenway Co., Inc., Irvington, N. J.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

WASHING MACHINES, ELECTRIC, HAND AND POWER
Altorfer Bros., Peoria, Ill.
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell, Lees & Co., Hamilton
The Hurley Machine Co., Ltd., Toronto, Ont.
Landers, Frary & Clark, New Britain, Conn.
A. R. Lundy, Toronto.
Maxwells, Ltd., St. Marys, Ont.

WASTE, COTTON
Acme Waste Mfg Co., Toronto, Ont
The Canada Metal Co., Limited, Toronto, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Wilkinson & Kompass, Hamilton.

WASH BOARDS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
The Sheet Metal Products Co., of Canada, Limited, Toronto.

WASH TUBS
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

WEATHER STRIP
The Frost King Weather Strip Co., Montreal, Que.

WEDGES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Warren Tool & Forge Co., Warren, Ohio.

WEIGHTS
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WEIGHTS, HORSE
The Katie Foundry Co., Galt, Ont.

WHEELS, GRINDING
E. C. Atkins & Co., Hamilton, Ont.

WHEELS, WELL
Can. Foundries & Forgings, Ltd., Brockville, Ont.

WHIFFLETREE HOOKS
The International Malleable Iron Co., Ltd., Guelph, Ont.

WHOLESALE HARDWARE
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Thos. Birkett & Son, Ltd., Ottawa, Ont.
The Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Rice Lewis & Sons, Ltd., Toronto.

WHITE LEAD
Brandram-Henderson, Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
McArthur Irwin, Montreal.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.
Sherwin-Williams Co., of Canada, Ltd., Montreal.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WICKS, STOVE
The Happy Thought Foundry Co., Ltd., Brantford.

WIND SHIELD GLASS
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.
Sanderson, Pearcy & Co., Ltd., Toronto, Ont.

WINDOW WEIGHTS
The Canada Metal Co., Limited, Toronto, Ont.
The Katie Foundry Co., Galt, Ont.

WINDOW GUARDS, WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.

WIRE
Canada Wire & Iron Goods Co., Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Sheet Metal Products Co., of Canada, Ltd., Toronto, Ont.
Laidlaw Bale-Tie Co., Ltd., Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

WIRE, ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto.

WIRE, BRIGHT
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE BASKETS, HEAVY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE BALL TIES
Frost Steel & Wire Co. Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.

WIRE CLOTH
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Limited, Hamilton, Ont.
Kasement Skrene Dore Co., Toronto.

WIRE, COPPERED
The Graham Nail Works, Toronto
Frost Steel & Wire Co., Ltd., Hamilton.

WIRE CUTTERS
Bridgeport Hardware Co., Bridgeport, Conn.

WIRE, HAY
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Steel Co., of Canada, Ltd., The, Hamilton, Ont.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

WIRE HOOPS
Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE DOOR MATS
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

WIRE RODS
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

WIRE, OILED AND ANNEALED
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Frost Steel & Wire Co., Ltd., Hamilton.
The Graham Nail Works, Toronto, Ont.

WIRE, COPPER & BRASS, FINE & HEAVY
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Graham Nail Works, Toronto.

WIRE, TINNED
The Graham Nail Works, Toronto.
The Imperial Steel & Wire Co., Limited, Collingwood, Ont.

WIREWORK OF ALL KINDS
B. Greening Wire Co., Ltd., Hamilton, Ont.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

WIREWORKING MACHINERY
Sleeper & Hartly, Inc., Worcester, Mass.

WOODENWARE
The Brett Mfg. Co., Winnipeg, Man.
J. H. Connor & Son, Limited, Ottawa, Ont.

WRAPPING PAPER
Alex. McArthur & Co., Montreal, Que.
The Wayagamack Pulp & Paper Co., Ltd., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

WRECKING BARS, CARPENTERS'
Smith & Hemenway Co., Inc. Irvington, N. J.
The Warren Tool & Forge Co., Warren, Ohio.

WRENCHES AND ACCESSORIES
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, N.Y.
Will B. Lane, Chicago, Ill.
The Peck, Stow & Wilcox Co., Southington, Conn.
The Star Mfg. Co., Carpentersville, Ill.
Smith & Hemenway Co., Inc. Irvington, N. J.
Trimont Mfg. Co., Roxbury, Mass.

WRENCHES, ALLIGATOR
Bridgeport Hardware Co., Bridgeport, Conn.

WRENCHES, RATCHET
Brown & Sharpe Mfg. Co., Providence, R. I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WRINGERS
J. H. Connor & Son Limited, Ottawa, Ont.
Dowswell Lees & Co., Limited, Hamilton, Ont.

MOP WRINGERS
The White Mop Wringer Co., Fultonville, N. Y.

WROUGHT NIPPLES
Jas. Morrison Brass Mfg. Co., Toronto.
J. H. Williams & Co., Ltd., St. Catharines, Ont.
The Union Iron & Metal Co., Ltd., Toronto.

WROUGHT WASHERS
J. H. Williams & Co., Ltd., St. Catharines, Ont.

WROUGHT COUPLINGS
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

YOKE ENDS
Whites, Limited, Collingwood, Ont.

ZINC, BAR
Canada Metal Co., Ltd., Toronto.
The Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Ltd., Montreal, Que.
J. H. Williams & Co., St. Catharines, Ont.

WANT ADS

If you want a buyer, clerk, salesman, traveler, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $2.20 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

SALESMAN AND HARDWAREMAN WITH both Canadian and American experience, as manufacturers' salesman for hardware and mechanics' tools, also long experience in retail trade, wants employment. Box 104, Hardware and Metal.

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SPECIAL SALE PRICE TICKETS. SHOWcards. M. Moorby, Newmarket, Ont.

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Genuine Salmon Snowshoes
Sole Distributors,
A. E. McGREGOR & CO.
Huntsville, Ont.

Have you any small needs?

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If so advertise in this paper and watch Results.

HARDWARE AND METAL the logical medium to use if you have a message for the Canadian hardware trade.

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WANTED — TINSMITH; YOUNG MAN WHO can estimate on work and install warm air furnaces. Present work out of factory at Brockville with opportunity of going out as travelling salesman. Give salary required and all particulars in first letter. Smart's Brockville Furnaces, Ltd., Brockville, Ont.

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Traveler required. Important distributing company exclusively handling European cutlery, tool, aluminum-ware, etc., require live wire for Quebec and Maritime Provinces. Splendid opportunity. Only those with best wholesale connection need apply. Replies confidential. Apply Box 106, Hardware and Metal, 128 Bleury Street, Montreal.

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Our Advertisers will *save* you Money—buy now

If interested tear out this page and place with letters to be answered.

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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For Distinctive --- Planned to Pull

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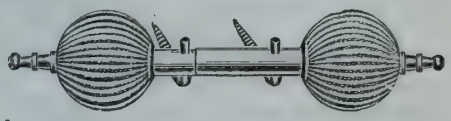
Attorneys and Experts in

PATENT AND TRADE-MARK CAUSES

133 Bank St.—Ottawa, Canada



Curtain Rods, Household Fixtures, Bathroom Fittings.

Newell Mfg. Co. Ltd., Prescott, Ont.

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Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO N., Y.

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KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

Mills at Doon and Kitchener, Ont.

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We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

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OWEN SOUND, ONT.

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED

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POULTRY LEG BANDS, EAR TAGS AND BUTTONS FOR STOCK

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	Single Spiral Colored Bands	$1.00 for 100
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GRATES and COVERS
VENTILATING AIR BRICK CASTINGS

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RUSSELL JENNINGS

stamped on the round of our

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The original double twist auger bit, Patented by Mr. Russell Jennings in 1855.

$1.00 Postpaid

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Repair shop in itself, mends harness, shoes, auto tops, belts, etc. Normal prices have returned. Let us quote you our wholesale prices.

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20 cents per word per issue

Rates for Classified Ads.—Insertions in this space twenty cents per word per issue. Each initial, four or less figures in one number, count as one word. Name and address is counted as part of the ad. All orders must be accompanied by cash. Forms for the issue close two weeks preceding each issue. Publication dates are 1st and 15th of the month.

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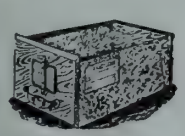

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LONGER WEAR, BETTER SERVICE

Write us for Prices and Particulars of Cameron Wall Cases and Fixtures

Cameron & Co.

74 Logan Ave. Toronto, Ont.

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AN IMPROVED

CARPENTER'S & WOODWORKER'S TOOL

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"Universal"

Try & Mitre Square

A Popular Priced, Accurate, Durable, Well Designed Tool

Steel Blade marked both sides 8ths and 16ths, with clear, distinct figures and lines. Movable head securely clamped at any point.

Combines in One Tool for Woodworkers the Try and Mitre Squares with Blade Adjustable in Length, the Marking Gauge, Height and Depth Gauge and Separate Rule.

MADE IN 9-INCH & 12-INCH LENGTHS.

STOCKED BY JOBBERS. SEND FOR CATALOGUE.

MECHANICS' TOOLS, TAPES, RULES

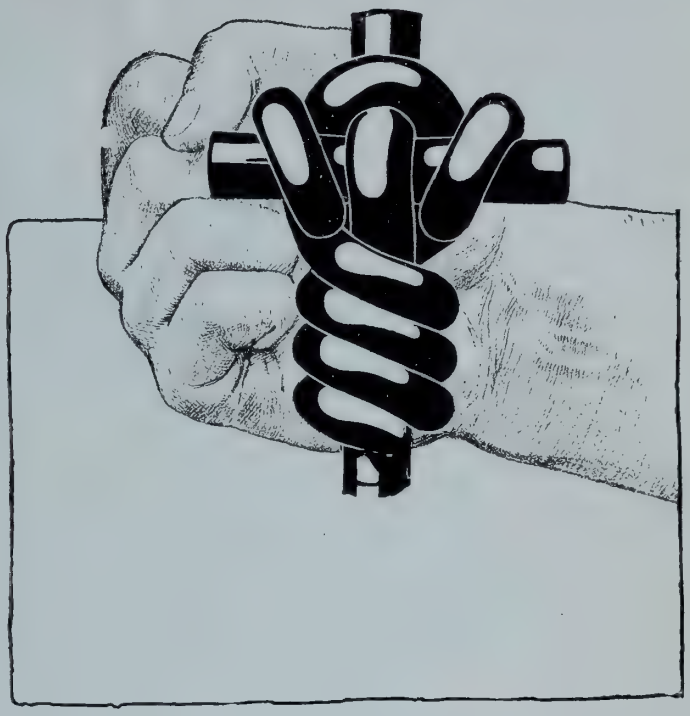
THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

Frost Fence Has The Punch

that Will Stir Up

Bigger Business



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Frost Fence Stands the Years

The Frost Hold-tight Lock grips like a vise. Once neatly stretched, Frost Fence never lets go at the locks.

We make Frost Fence complete. All wire is drawn and galvanized in our own plant. We KNOW it is right, every inch of it. You can't go wrong on Frost quality.

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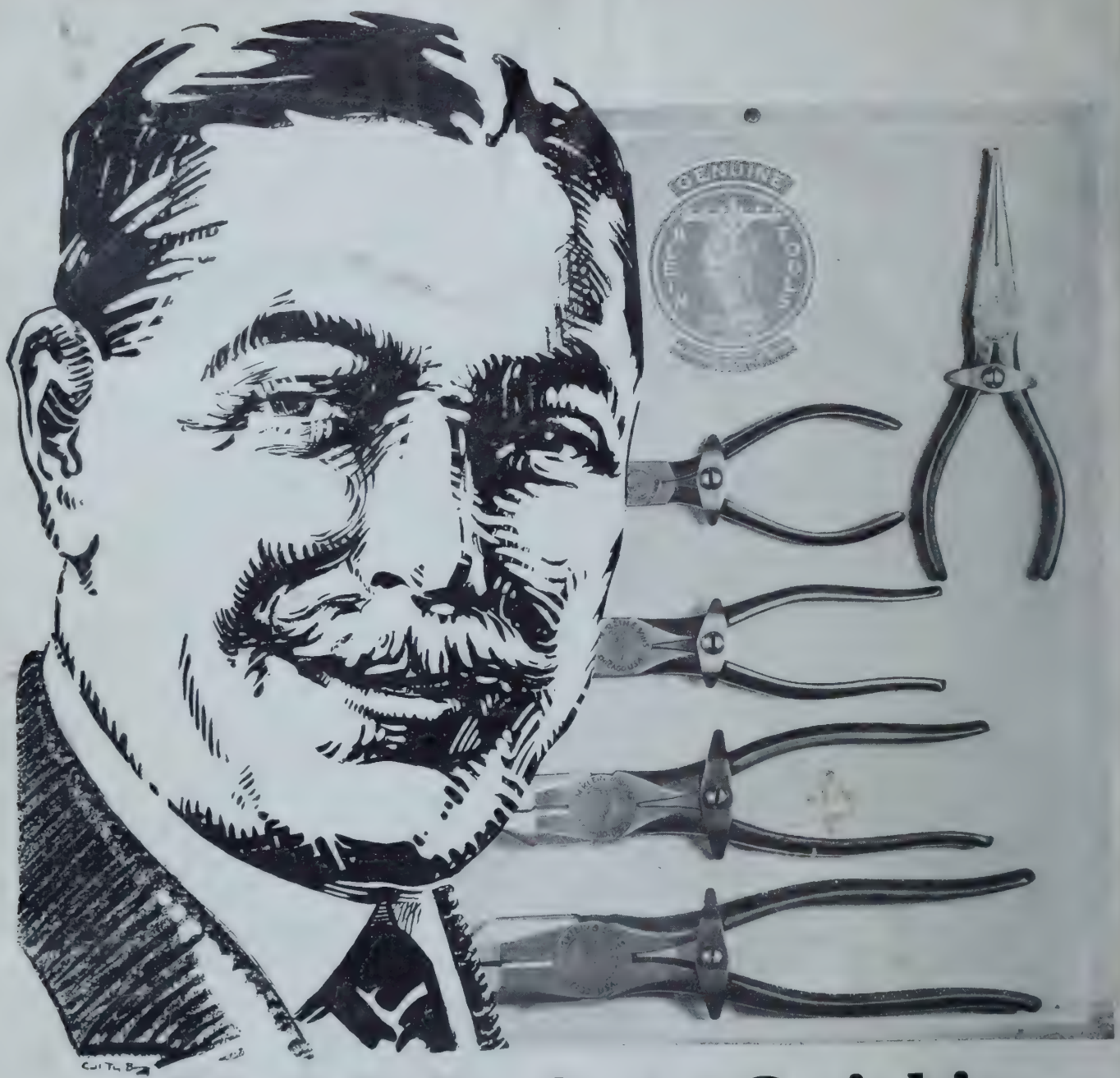
Frost Steel and Wire Company, Limited

Hamilton - Canada

Galvanized and Bright Wire—Hay Wire and Bale Ties—Woven Wire—Farm, Factory and Ornamental Fences—Galvanized Gates—Manufacturers' Wire Supplies.



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No. 4 Klein assortment is making sales—profits—for dealers, *now!*
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We said it would sell and it has proved it would.
It comes to you packed away in a single box with enamel door signs, counter folders and a strikingly colored display board as pictured above.
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